

Our Vision, Values and Strategy

Our Vision

Our Values

To excel at
securing and enhancing
the financial wellbeing of
people, businesses and
communities

Integrity
Accountability
Collaboration
Excellence
Service

Strategic Capabilities

People



Productivity



Technology



Strength



Delivering on our Vision







In the last six months:

\$109 billion new lending to personal and business customers

140,000 new home loans, including 15,000 first home buyers

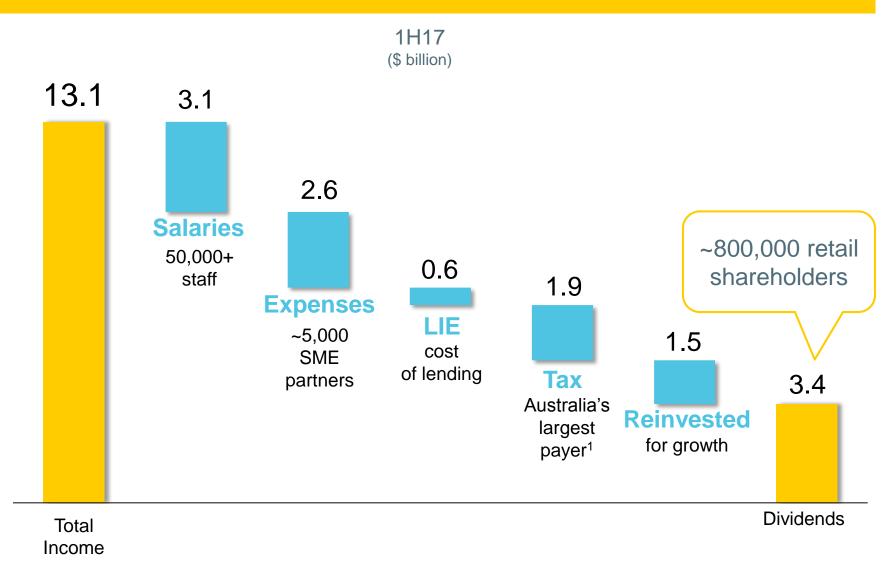
\$3.5 billion new loans to 12,700 small businesses

\$1.2 billion new lending to farmers and other rural customers

1.5 million new deposit accounts

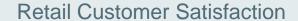
\$132 million invested into the community

Contributing to our economy and community

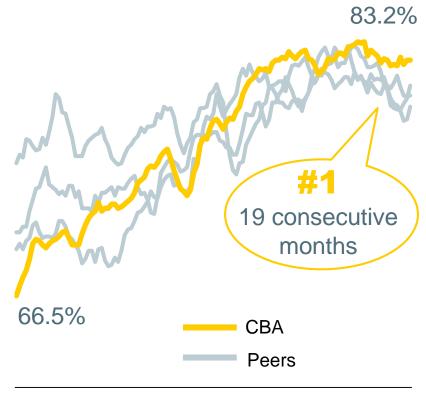




Delivering for customers



% Satisfied ('Very Satisfied' or 'Fairly Satisfied')



Dec 06 Dec 16

Customer Satisfaction Rankings

Business $^1 = #1$

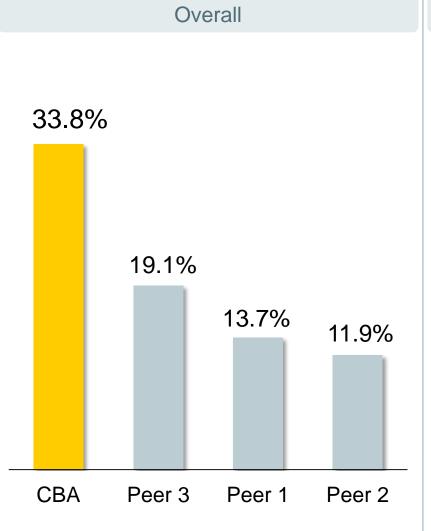
Wealth #1

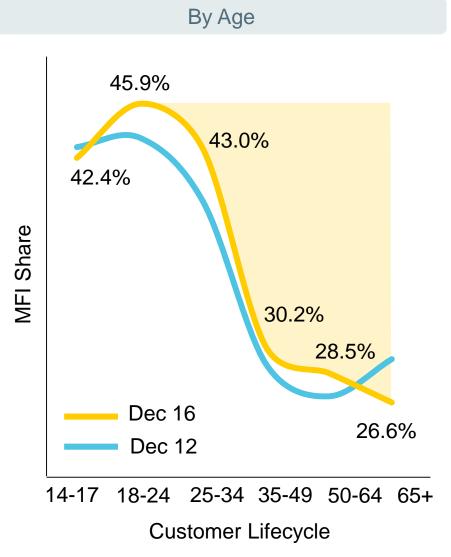
IFS #1

Internet #*



MFI* Share – a strength and opportunity





^{*} Main Financial Institution - Refer notes slide at back of this presentation for source information



Broad customer relationships

FirstChoice Australia's most popular platform (7 years)

CFS Trusted with >\$100bn of Australia's investments/savings

CommSec One in every two retail trades (non-advised)

Comminsure One in every four CBA home loan customers

Focus on Better Banking

Improving

- Agribusiness customer assistance measures introduced
- Financial inclusion action plan launched
- Making it easier to avoid credit card late payment fees

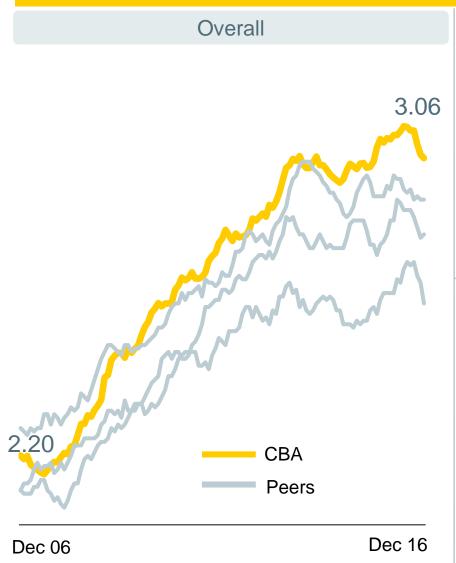
Listening

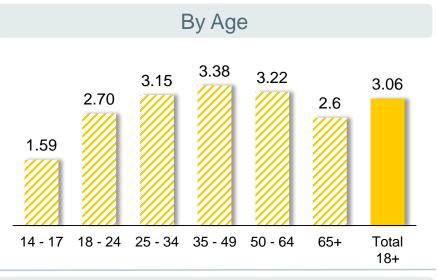
- Customer Advocate appointed
- New Industry
 Whistleblower
 principles developed
 (with ABA)

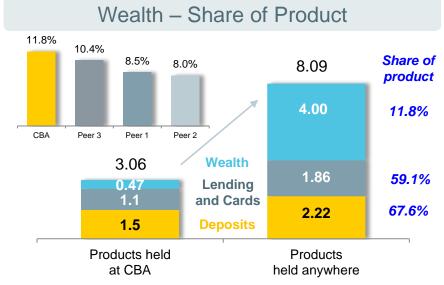
Putting things right

- Open Advice Review assessments completed
- First phase of pre 2012
 review of advice under
 licence conditions for CFP
 and FWL completed and
 phase 2 progressing
- Ongoing service fee reviews on track for June completion
- CommInsure review completed

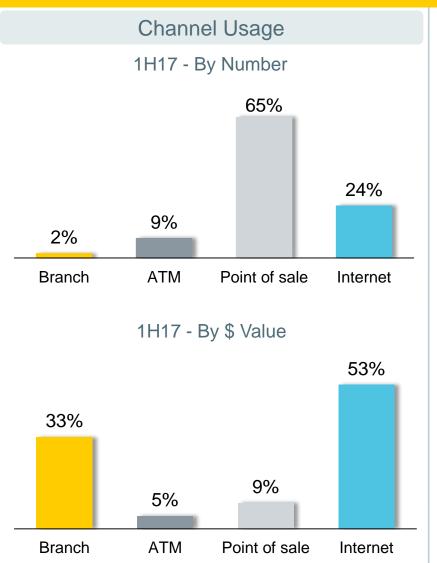
Customer needs met

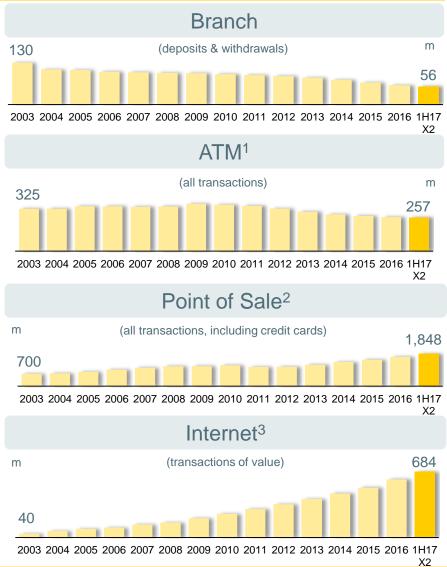


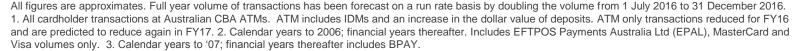




The digital revolution





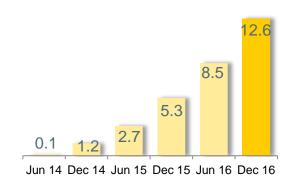




The digital revolution



Cumulative volume of unique transactions (m)¹



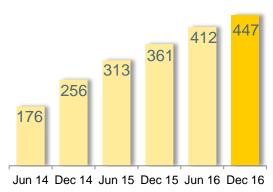
Tap & Pay

Volume of transactions per quarter (m)²



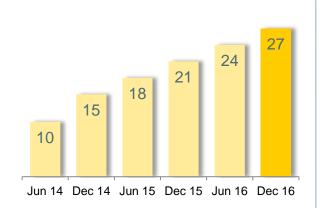
Pay Tag

Number of Pay Tags in market (k)



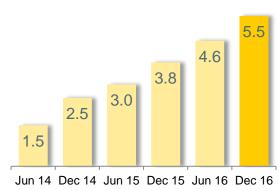
CommBank App

Logons per week (m)



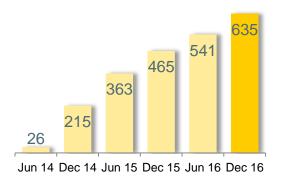
CommBank App

Transactions per week (\$bn)3



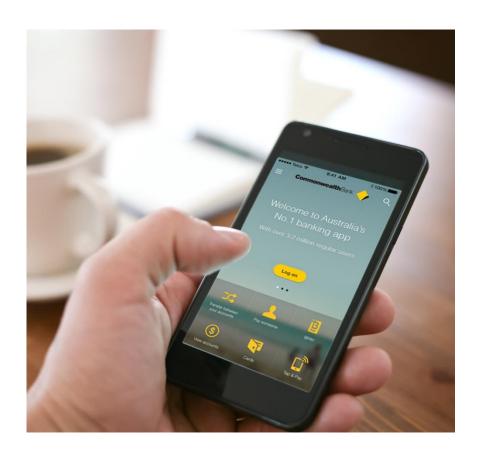
Lock, Block & Limit

Number of accounts enrolled (k)⁴



^{1.} Launched April 2014 2. Volume of transactions using Tap & Pay (inc. HCE/Pay Tag) 3. Includes BPAY 4. Number of unique accounts that have enrolled for Lock, Block and Limit (excl. temp. lock)

The digital revolution



5.8m customers now using digital

53% of total transactions (by \$)

25% of new account openings

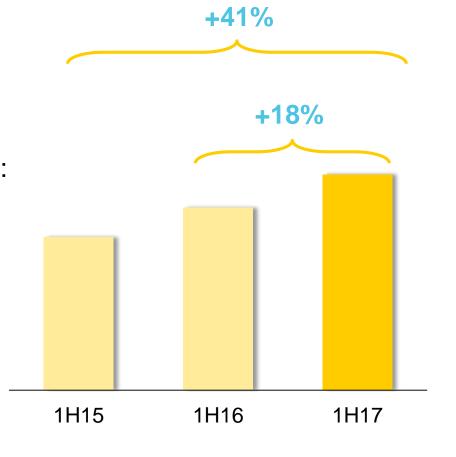
3mins to open new accounts

80% of logins via mobile

Real time banking

Group Transaction Balances¹

- Used by 15 million customers since 2012
- Originate and transact in real time:
 anywhere, anytime, any device
- Instant banking fast and simple
- Driving customer satisfaction



On-going real time innovation

Instant Receipt



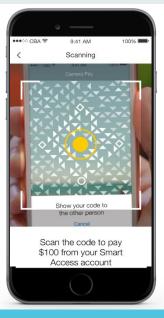
Real-time transaction alerts for credit cards - helping customers be aware of their spending for better budgeting

Storm Alerts



Alerts for customers and direct connection for customers calling within 24 hours from storm affected areas. 130,000 alerts sent to date¹

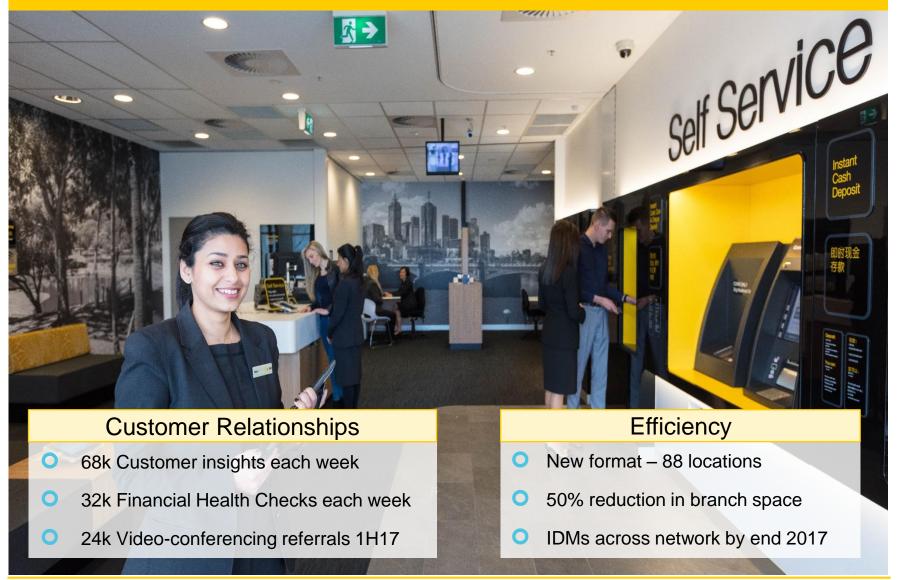
Camera Pay



Allowing customers to use their phone's camera to scan a code to send and receive money

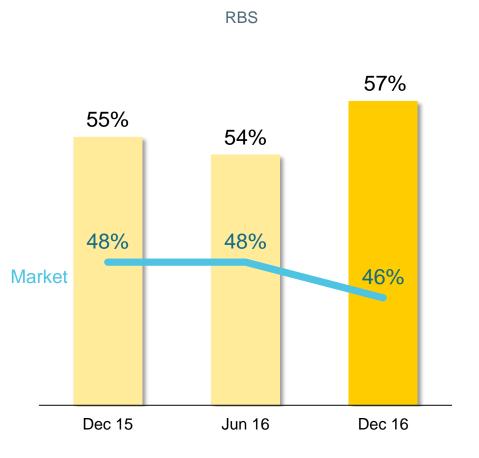


Branches remain key



Branches remain key - home lending

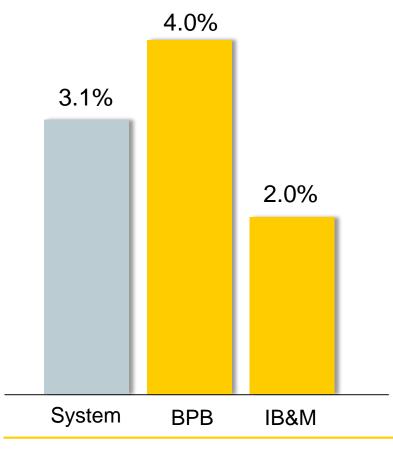




- Branch applications up 13%
- Smarter analytics:
 - 10x increase in branch leads
 - higher contact rate (now 95%)
 - higher conversion rates (3x)
- Extra branch lenders

Corporate – targeted growth

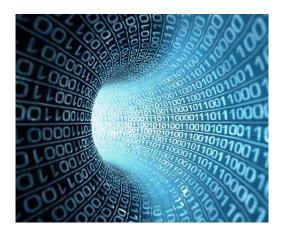
Australian Lending Growth 6 months



- Supporting growth in the economy
- O BPB diversified growth
- O IB&M (3 years):
 - 129 mandate wins
 - Transaction balances up 59%
- Relationship focus + real time technology

Continuous Innovation

Blockchain



First interbank open account transaction

First global government bond trial

Digital & Analytics



Empowering clients with insights based on real-time customer behaviours

Payments



Landmark partnerships with Alipay and Barclays

Albert and Pi

Transforming technology - Albert



Continuous Innovation

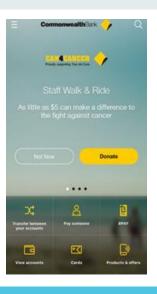
Authenticated Chat

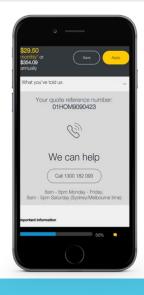
CAN Give

Click to Call

Super Match









Enabling thread-based conversations with visible history Charity feature making giving easier for staff and customers

Click for prioritised access to an insurance agent

Enabling
Essential Super
customers to
search for other
super accounts
via NetBank at no
additional cost

Continuous Innovation – TYME

Self service on-boarding

- Account creation on the spot
- Debit card issuance

Identity and authentication

- O Biometric capture
- External verification of identity



Innovation via partnerships



Strategic retail partner



Strategic BEE partner

10 year partnership

1,000 locations

Broad based local ownership

10 million reward customers

10% future shareholder in CBA South Africa

10,000 till points

Continuous Innovation



685 kiosks

across South Africa, since launch May 2016

9 months

from concept to rollout

100,000 enrolments

through Pick 'n Pay and Boxer stores

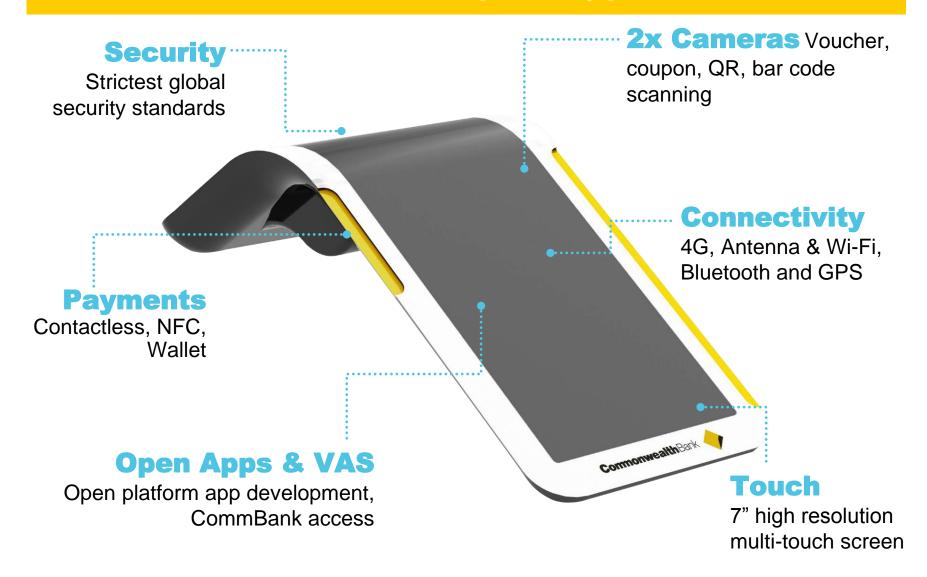
4 minutes

to on-board new customers

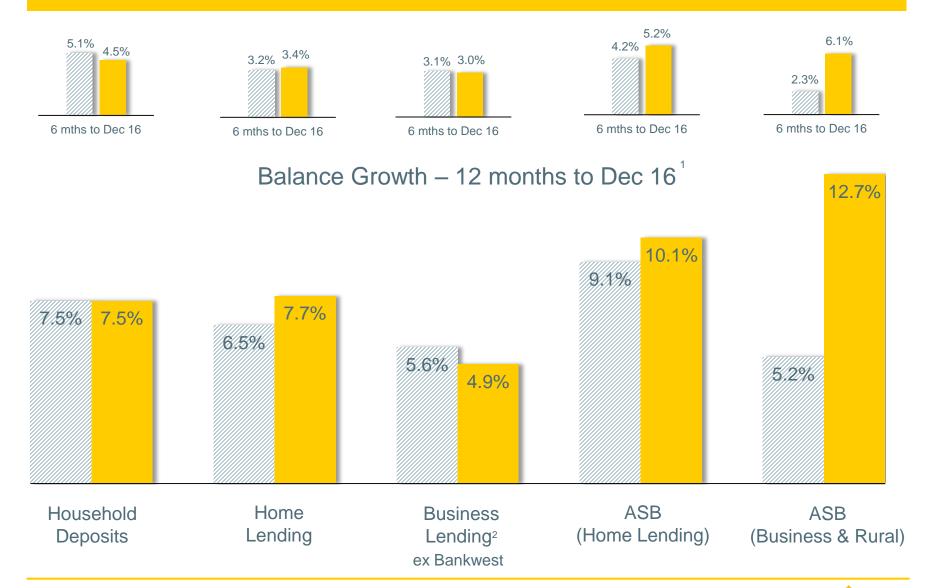
\$4

on-boarding cost per customer

SmartPOS prototype



Strong volume growth



 $^{1. \} Source \ RBA/APRA/RBNZ. \ CBA \ includes \ BWA \ except \ Business \ Lending. \ 2. \ Domestic \ Lending \ balance \ growth \ (BPB \& IB\&M \ ex \ CMPF). \ Source \ RBA.$



Market share

%	Dec 16	Jun 16	Dec 15
Home loans	25.4	25.3	25.1
Credit cards – RBA ²	24.3	24.4	24.4
Other household lending ³	16.9	16.8	16.9
Household deposits ⁴	29.0	29.2	29.0
Business lending – RBA	16.6	16.9	17.0
Business lending – APRA	18.6	18.7	18.7
Business deposits – APRA	19.8	20.2	20.3
Asset finance	12.7	12.9	13.1
Equities trading	4.0	4.7	5.6
Equities – online trading ⁵	55.4	55.8	56.1
Australian Retail – administrator view ⁶	15.5	15.6	15.5
FirstChoice Platform ⁶	10.8	11.0	10.9
Australia life insurance (total risk) ⁶	11.2	11.4	11.6
Australia life insurance (individual risk) ⁶	10.3	10.7	11.0
NZ home loans	22.0	21.8	21.8
NZ retail deposits	21.1	21.0	20.9
NZ business lending	13.1	12.4	11.9
NZ retail FUA	15.5	15.4	15.8
NZ annual inforce premiums	28.0	28.4	28.7

^{1.} Prior periods have been restated in line with market updates 2. As at 30 Nov 16 3. Includes personal loans, margin loans and other forms of lending to individuals 4. Comparatives have been restated to include the impact of new market entrants 5. CommSec market share is an internally derived number based on publically

available ASX data 6. As at 30 Sep 16.

Corporate Responsibility

Our vision is to excel at securing and enhancing the financial wellbeing of people, businesses and communities. Our corporate responsibility efforts help us deliver on our vision with a focus on education, innovation and good business practice.



The most sustainable organisation in Australia

The Group has been recognised as the most sustainable bank in Australia, two years in a row, and ranked sixth most sustainable company in the world.¹

Dow Jones
Sustainability Indices
In Collaboration with Robeco SAM

A leading sustainabilitydriven company In 2016/17, the Group was once again included in the Dow Jones Sustainability World Index (DJSI)².



Strong environmental, social and governance practices

The Group continues to be listed on the FTSE4Good Index - comprising companies demonstrating strong Environmental, Social and Governance (ESG) practices.



Leader in climate disclosure

Our efforts to mitigate the risks of Climate Change have once again been recognised by CDP with a score of 'A-'.







A great place to work

- WGEA³ citation retained
- Named 2nd most inclusive employer in the 2016 Australian Workplace Equality Index Awards, recognising workplace support for LGBTI people
- Employee network Unity named the 2016 LGBTI Employee Network of the Year in the AWEI awards



Corporate Responsibility - Opportunity Initiatives

Education



Good business practice







Currently 50% of our active School Banking students are regular savers via our program

296,000 students enrolled in our financial education program Start Smart

Launched Start Smart Teleporter Adventures, a virtual reality pilot

New Commonwealth Bank
Teaching Awards in partnership
with Australian Schools Plus

Named Australia's most innovative financial institution and one of the three most innovative companies¹

Completed first physical trade transaction between two banks using block chain

Partnership with Australian Technology Network of Universities to strengthen Australia's technology capabilities Australia's most sustainable bank

More than \$2m distributed to 229 youth-focused charities

36.4% women in Executive Manager and above positions

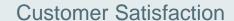
Launched our first Financial Inclusion Action Plan and Cultural Capability Framework

New \$100m Energy Efficient Equipment Finance Program

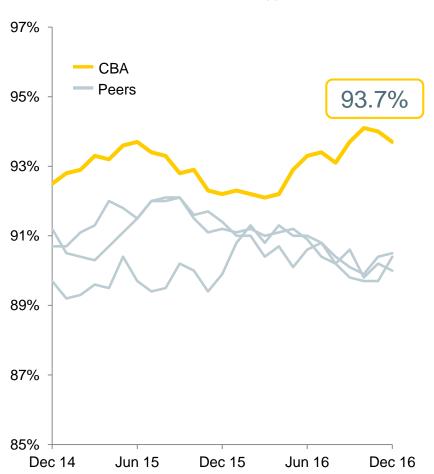
Corporate Responsibility - Scorecard

		1H17	FY16	FY15	FY14	FY13	FY12
	Employee Engagement Index Score (CBA) (%)	Annual	77	81	81	80	80
	Employee Turnover Voluntary (%)	10.8	11.3	10.2	10.2	10.2	12.9
People	Women in Manager and above roles (%)	44.0	43.6	43.2	42.9	42.0	42.0
Pec	Women in Executive Manager and above roles (%)	36.4	35.2	33.9	31.8	30.3	30.9
	Lost Time Injury Frequency Rate (LTIFR) ¹	1.0	1.2	1.9	1.5	1.9	2.8
	Absenteeism Rate	5.9	6.0	6.0	6.1	6.2	6.2
+2	Scope 1 emissions (Australia) (tCO ₂ -e)	3,439	6,847	7,249	7,936	8,064	8,192
Environment	Scope 2 emissions (Australia) (tCO ₂ -e)	37,637	81,307	86,264	91,275	100,997	118,047
inviro	Scope 3 emissions (Australia) (tCO ₂ -e)	16,083	33,854	39,361	44,826	47,438	47,667
	Emissions per FTE (Australia) Scope 1 + 2 (tCO ₂ -e)	2.75	2.89	-	-	-	-
ity	Total Community Investments (\$m)	132	263	243	-	-	-
Community	School Banking students (active) (#)	294,942	330,874	310,474	273,034	233,217	191,416
S	Start Smart students (booked) (#)	296,573	557,475	298,505	288,728	284,834	235,735

More satisfied customers - Internet



Satisfaction with Internet Banking Services via "Website" or "App"



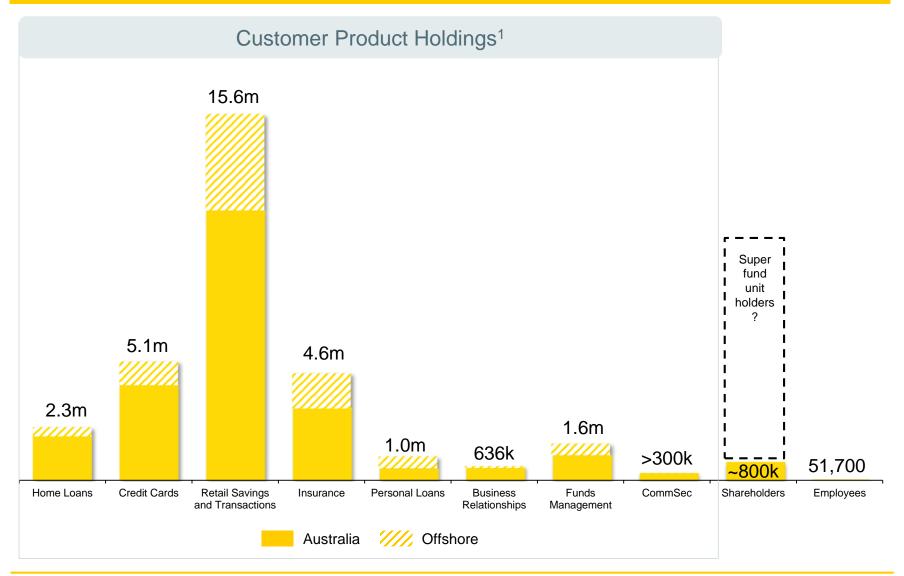


CBA Overview

		Australia	NZ	Other	Total	
People,	Customers	13.5m	2.3m	0.5m	16.3m	
Customers &	Staff	41,500	5,700	4,500	51,700	
Delivery	Branches	1,130	131	123	1,384	
	ATMs	4,417	435	169	5,021	
Customor		Retail			#1	
Customer Satisfaction		= #1				
Salisiaction		#1				
	Main F	#1				
Market		#1				
Shares	Н	#1				
	FirstChoice Platform ³					
	Ma	#1				
Ctuonouth	Capital - CET1 APRA/International ⁵					
Strength		\$972bn				
		AA-*/Aa2/AA-				



Our Stakeholders



^{1.} Customers who hold at least one product in each of the major product categories shown. Totals not mutually exclusive – includes cross product holdings. Figures are approximates only and may include some level of duplication across customer segments. CommSec total includes active accounts only. Figures may reflect restatements consistent with current period reporting.



CBA in Asia and South Africa



China

- ♦ Bank of Hangzhou (18%): 189 branches
- Qilu Bank (20%): 120 branches
- County Banking (Henen & Hebei):
 - 15 branches (10 @ 100% holding, 5 @ 80% holding)
 - 8 sub-branches (2 @ 100% holding, 6 @ 80% holding)
- CBA Beijing, Shanghai and Hong Kong branches
- ♦ BoCommLife (37.5%): operating in 11 provinces
- First State Cinda JV (46%) and First State Investments Hong Kong
- Colonial Mutual Group Beijing Rep Office

Indonesia

- PT Bank Commonwealth (99%): 70 branches and 144 ATMs
- ♦ PT Commonwealth Life (80%): 27 life offices
- First State Investments

Vietnam

- Vietnam International Bank (20%): 155 branches
- Hanoi Representative Office
- ♦ Ho Chi Minh City CBA branch; 25 ATMs

Singapore

- CBA branch
- First State Investments

Japan

- Tokyo CBA branch
- First State Investments

South Africa

 CBA SA (TYME entities): 685 kiosks

India

Mumbai CBA branch

This Result¹

Financial			Operating Performance (\$m) ²		
Cash earnings (\$m)	4,907	2%	Group	7,449	4%
ROE (Cash)	16.0%	(130) bpts	Retail Banking Services	3,868	9%
Cash EPS (\$)	2.86	-	Business and Private Banking	1,196	2%
DPS (\$)	1.99	1 cent	Institutional Banking & Markets ³	940	2%
Cost-to-Income	43.3%	120 bpts	Wealth Management	306	(35%)
NIM (%)	2.11	(4) bpts	NZ (\$NZ)	775	4%
NIM (%) ex Treasury & Markets	2.08	(5) bpts	Bankwest	552	(1%)
Balance Sh	neet		Capital & Funding		
Total assets (\$bn)	972	8%	Capital – CET1 (Int'I) ⁴	15.4%	110 bpts
Total assets (\$bn) Total liabilities (\$bn)	972 910	8% 8%	Capital – CET1 (Int'I) ⁴ Capital – CET1 (APRA)	15.4% 9.9%	110 bpts (30) bpts
Total liabilities (\$bn)	910	8%	, ,		·
` '			Capital – CET1 (APRA)	9.9%	(30) bpts

(9) bpts

Leverage Ratio (APRA)

1.02

Provisions to Credit RWAs (%)



(10) bpts

4.9%

^{1.} All movements on prior comparative period unless stated 2. Operating Performance is Total Operating Income less Operating Expenses

^{3.} Growth (2%) ex CVA / FVA 4. Internationally comparable capital - refer glossary for definition

Statutory NPAT up 6%

\$m	Dec 16	Dec 15	
Cash NPAT	4,907	4,808	<u>2%</u>
Hedging and IFRS volatility ¹	8	(150)	
Bankwest non-cash items	(1)	(26)	
Treasury shares valuation adjustment	(19)	(9)	
Total non-cash items	(12)	(185)	
Statutory NPAT	4,895	4,623	6%



Cash NPAT up 2%

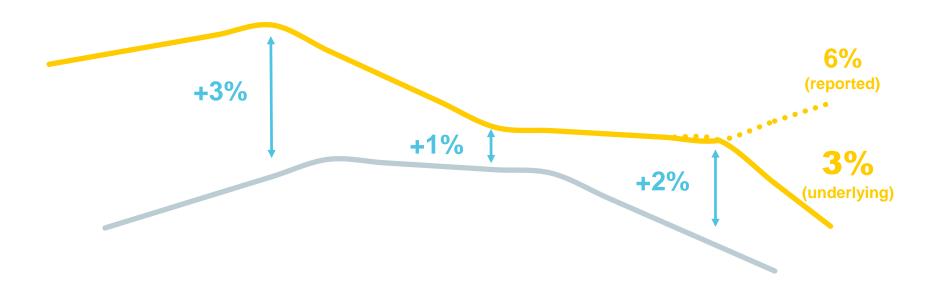
	Dec 16		Dec 16 vs Dec 15
Statutory Profit (\$m)	4,895	1	6%
Cash NPAT (\$m)	4,907	1	2%
ROE – Cash (%)	16.0%	U	(130) bpts
Cash Earnings per Share (\$)	2.86	=>	-
Dividend per Share (\$)	1.99	1	1 cent

Growth bias for the longer term



CBA

Peer Average

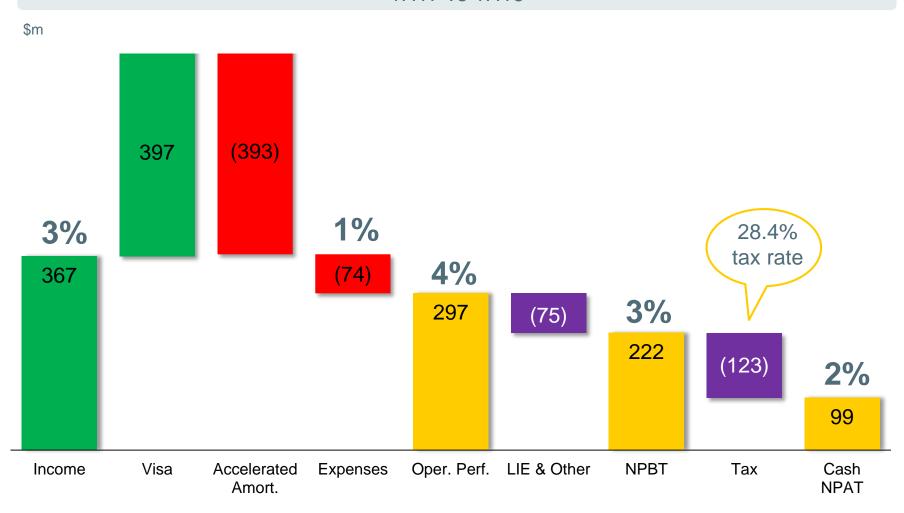


Jun 13 Jun 14 Jun 15 Jun 16 Dec 16

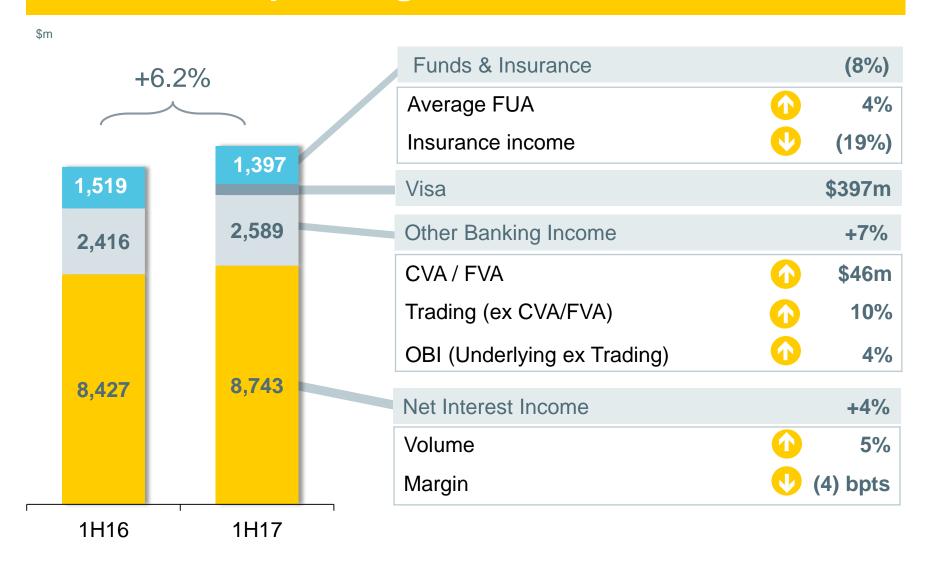


Components of growth

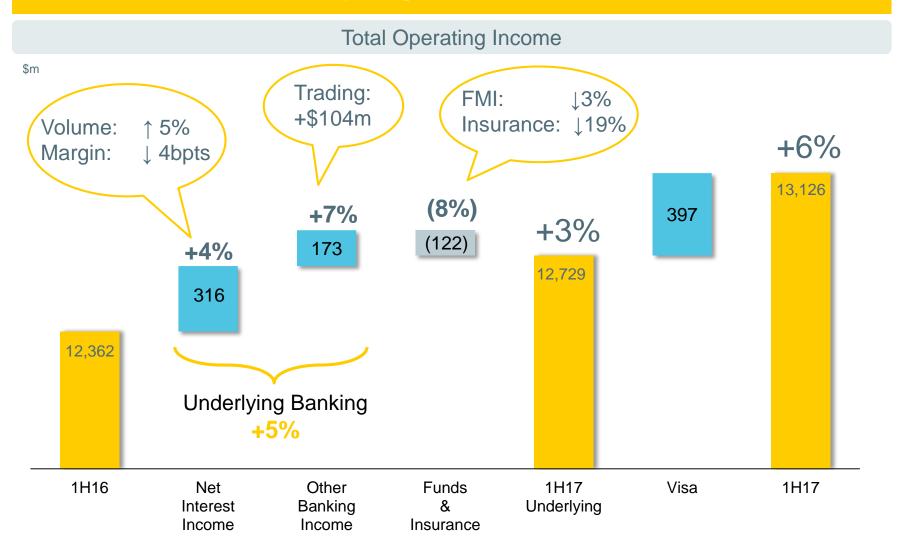
1H17 vs 1H16



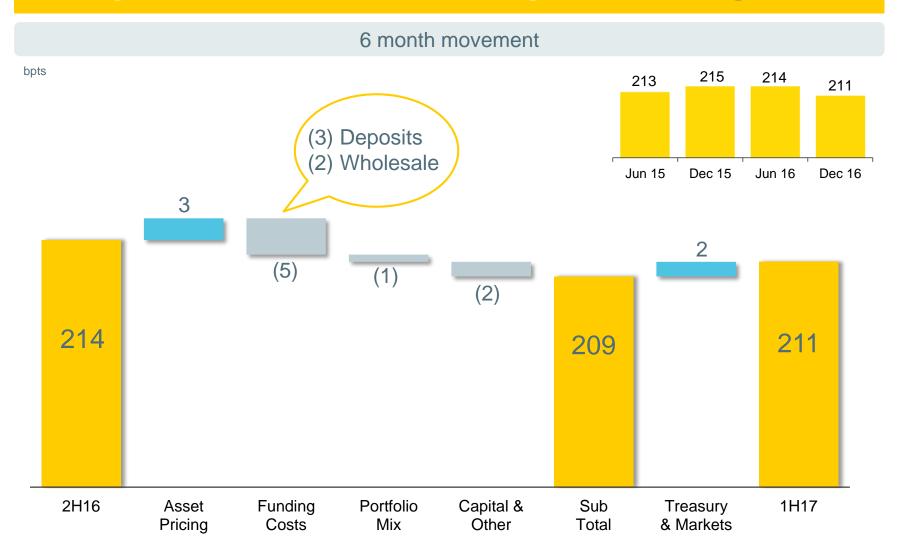
Operating income drivers



Underlying income up 3%



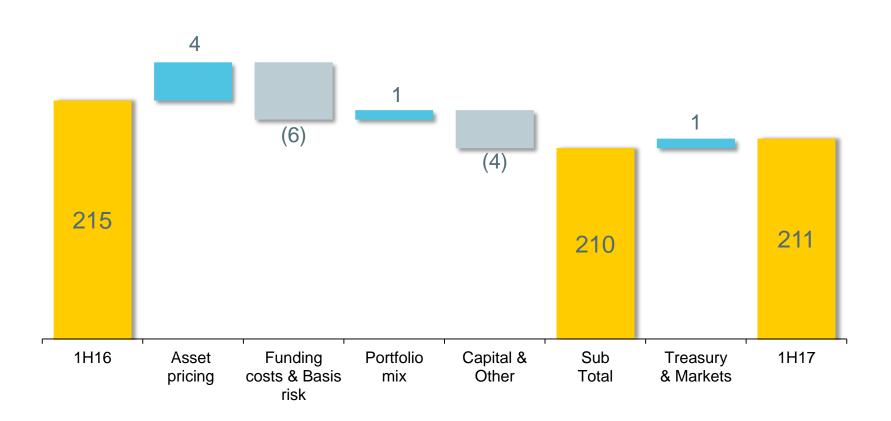
Margin – down 3 bpts on higher funding costs



Over 12 months, Group NIM down 4 bpts

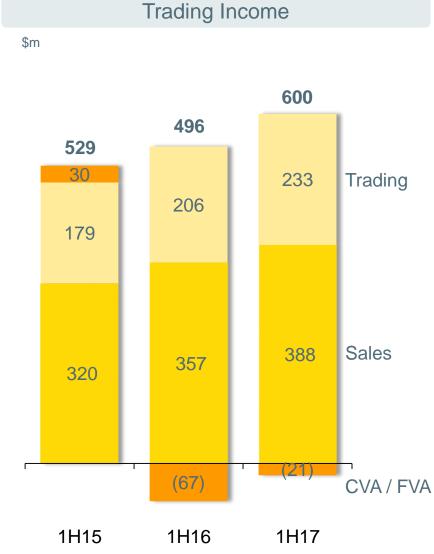
12 month movement

bpts

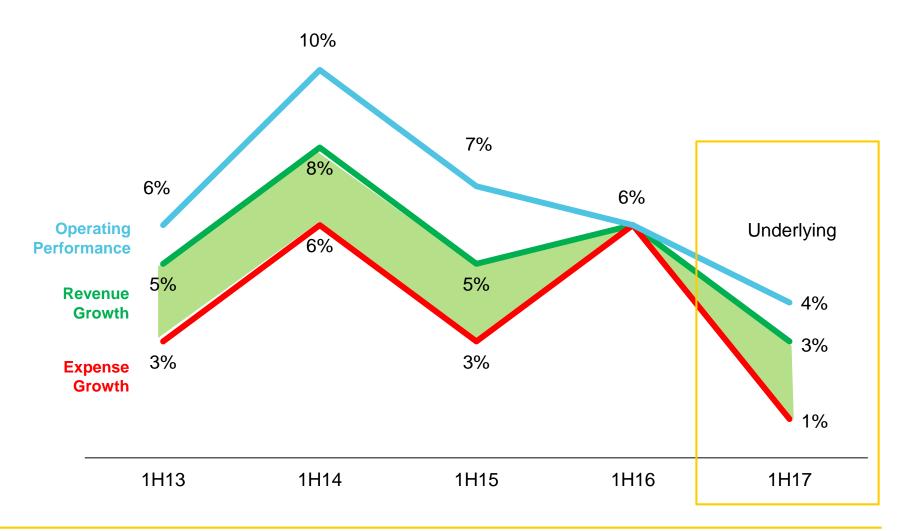


Trading income higher





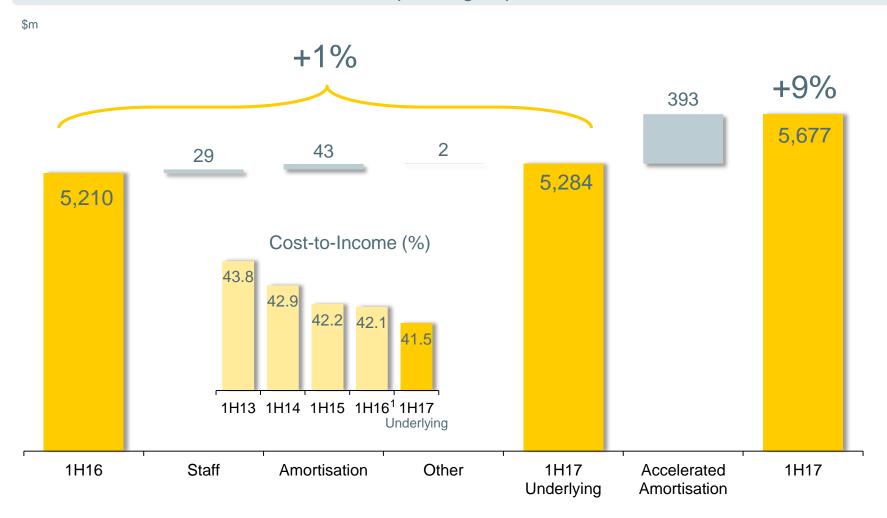
Cost discipline sustains positive jaws





Expenses tightly controlled

Total Operating Expenses



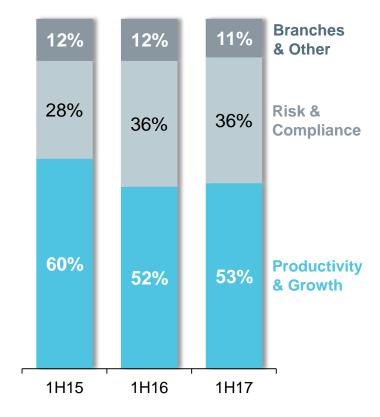


Continuing to invest

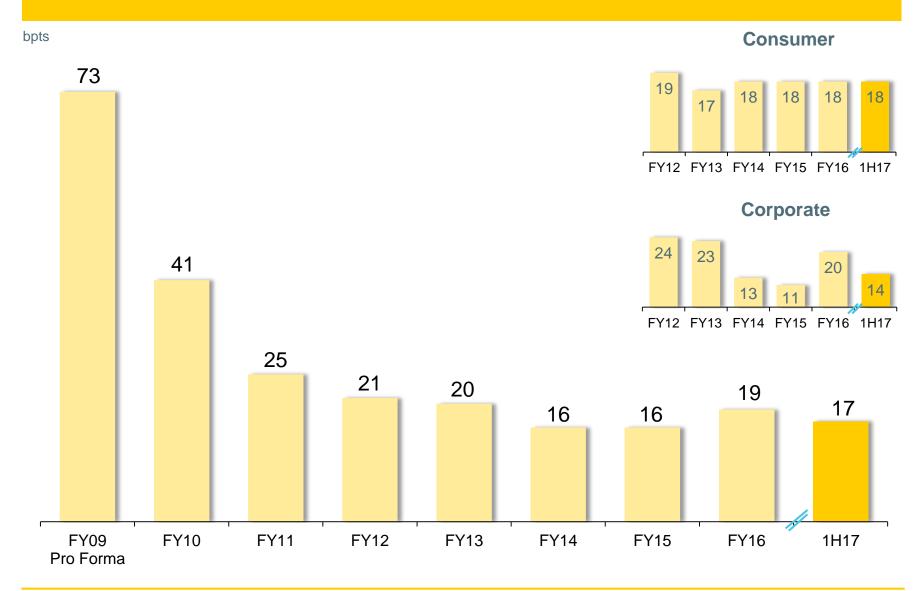


Investment Spend

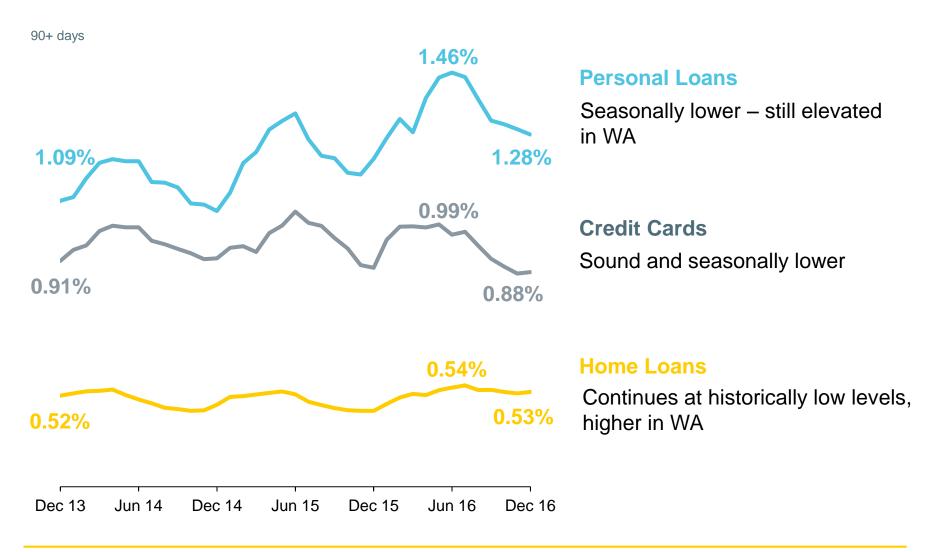
% of total



LIE remains low



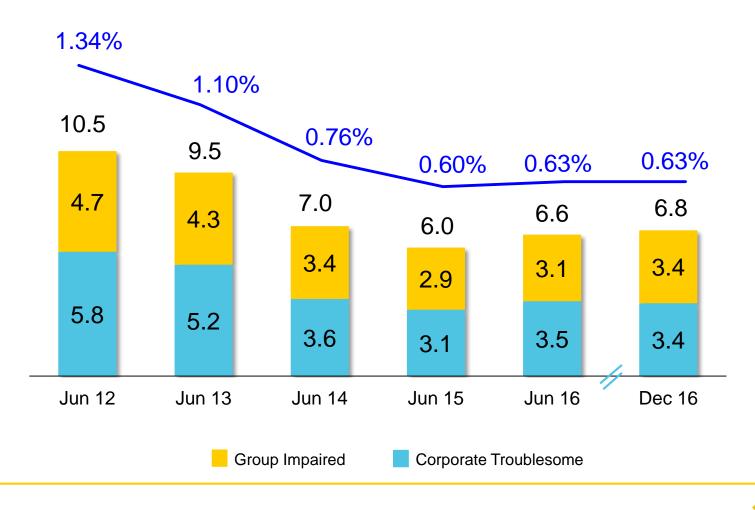
Consumer arrears lower this half



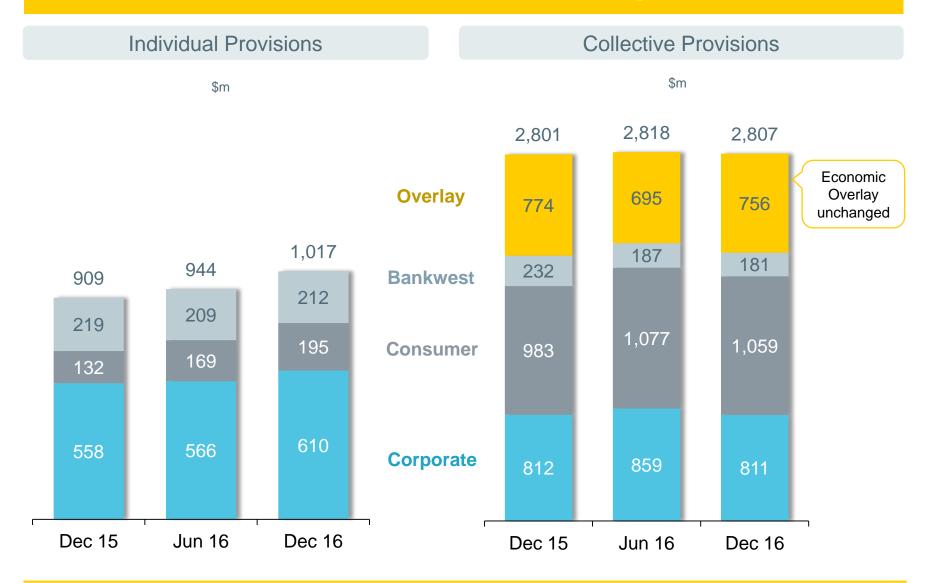
Group TIA marginally higher

\$bn





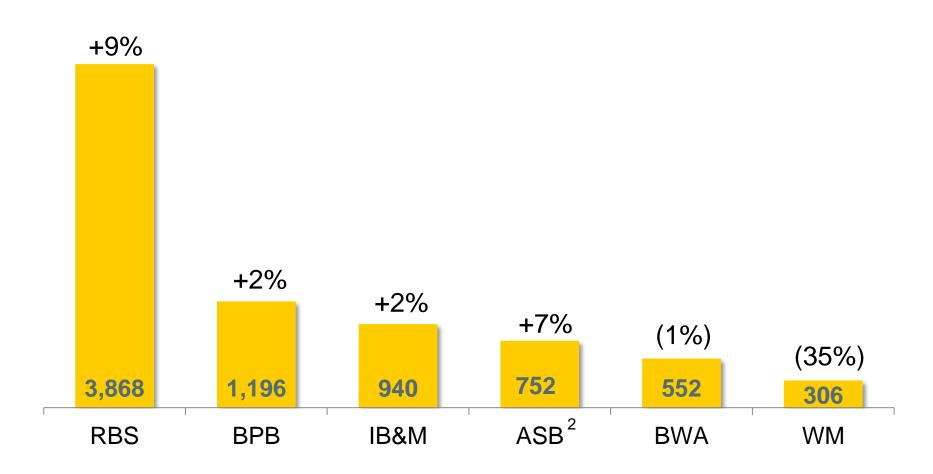
Prudent provisioning



Divisional Contributions

Operating Performance 1H17¹

\$m



^{1.} All movements on prior comparative period



^{2.} In NZD

Divisional Contributions

1	ш	1	7	VS	4	ш	16	
-				V5	- 1	п)

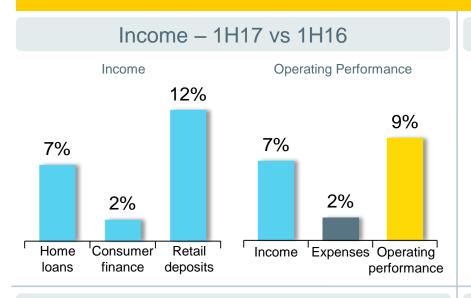
Business Unit ¹	% of Group NPAT	Operating Income	Costs	Operating Performance	LIE	Cash NPAT	Cost-to- Income Dec 16
RBS	50%	7%	2%	9%	14%	9%	31%
BPB	16%	3%	4%	2%	(9%)	2%	39%
IB&M	14%	2%	2%	2%	(69%)	10%	37%
IB&M ² ex CVA / FVA	14%	(1%)	2%	(2%)	(69%)	1%	36%
Wealth	5%	(11%)	3%	(35%)	n/a	(34%)	73%
ASB ³	9%	4%	-	7%	20%	6%	36%
BWA	7%	(1%)	(1%)	(1%)	Lge	(12%)	41%
IFS	1%	2%	(15%)	75%	93%	Lge	67%

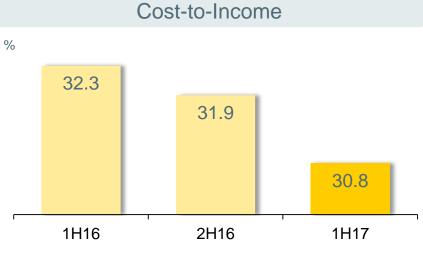
^{1.} Excludes Corporate Centre and Other

^{2. %} of Group NPAT calculated based on Group result excluding CVA / FVA

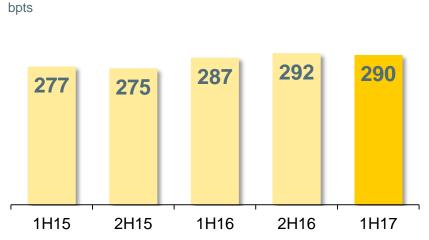
^{3.} ASB result in NZD except for "% of Group NPAT", which is in AUD

Retail Banking Services









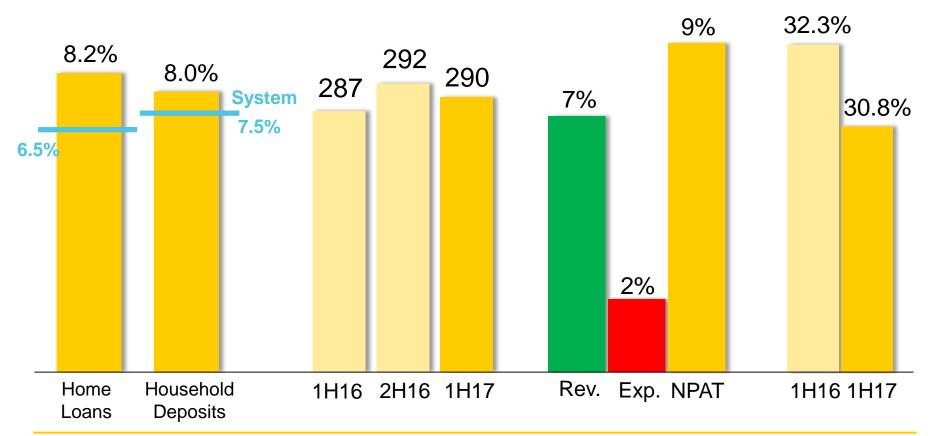
Margin

RBS – strong growth, further efficiency gains

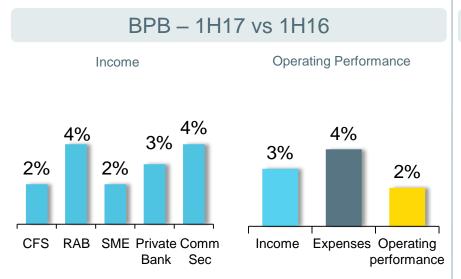
Balance Growth
12 months

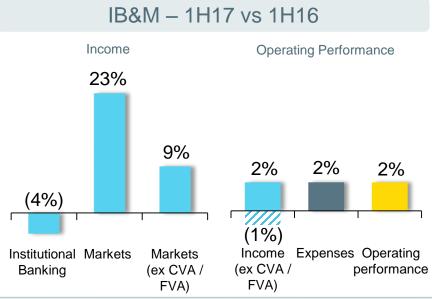
Margin

Cost-to-Income

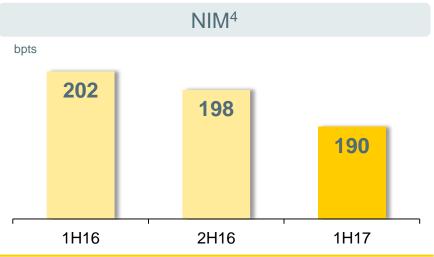


Corporate





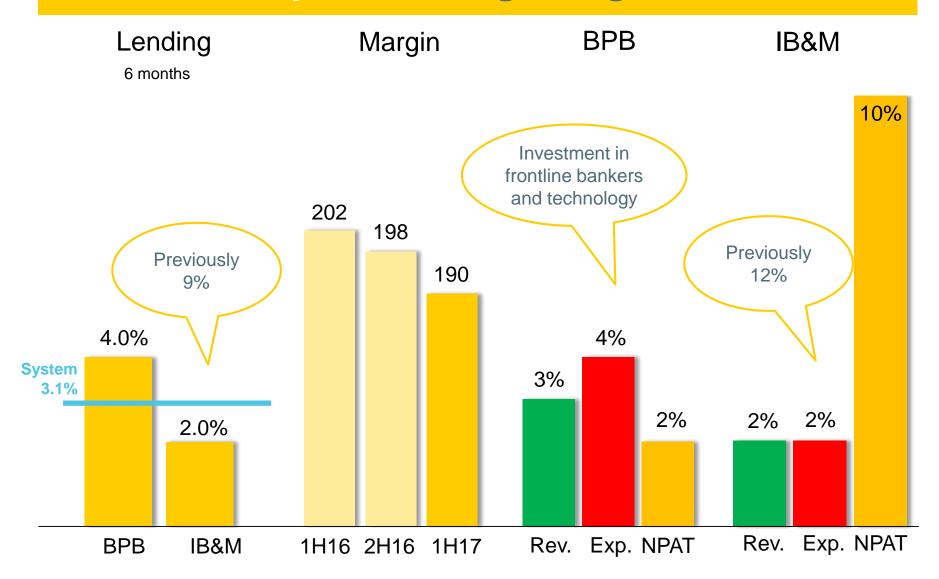




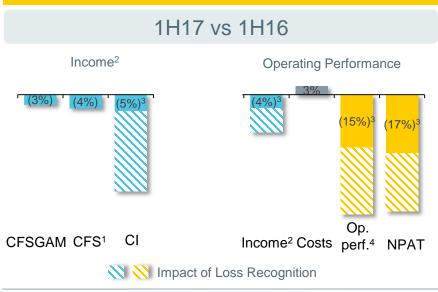
^{1.} Source: RBA. IB&M represents Core Domestic Lending balance growth and excludes Cash Management Pooling Facilities (CMPF). 2. Spot balance growth twelve months to December 2016. 3. Spot balance growth six months to December 2016. 4. Combined Institutional Banking and Markets and Business and Private Banking.

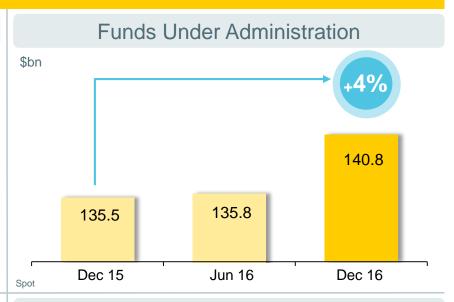


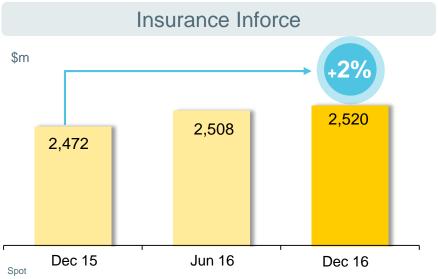
Corporate – targeted growth



Wealth Management

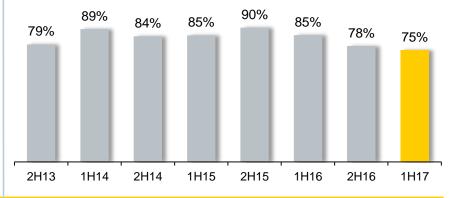






CFSGAM Funds Performance

3 year rolling average of percentage of assets outperforming benchmark returns



3. Excluding loss recognition

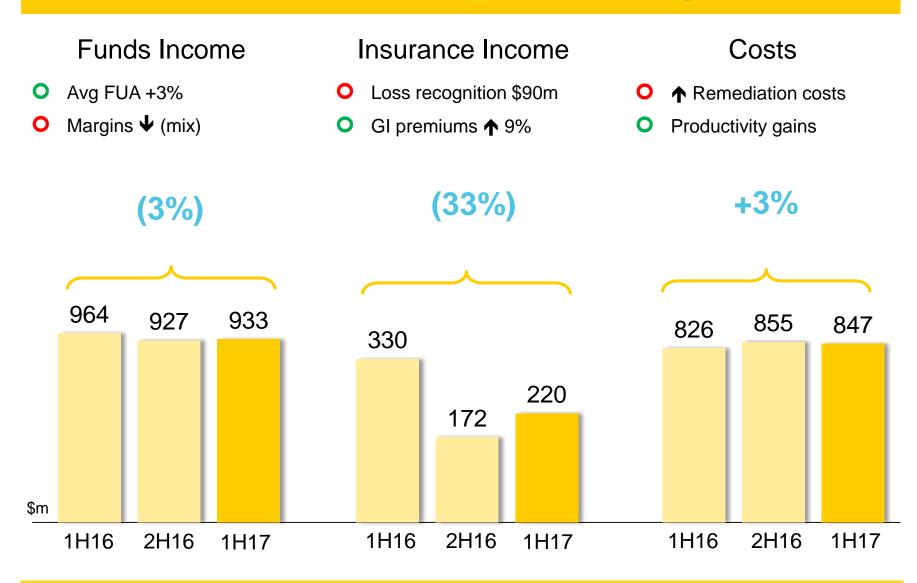
4. Operating performance shown as net profit before tax



^{1.} Colonial First State incorporates the results of all Financial Planning businesses

^{2.} Total operating income

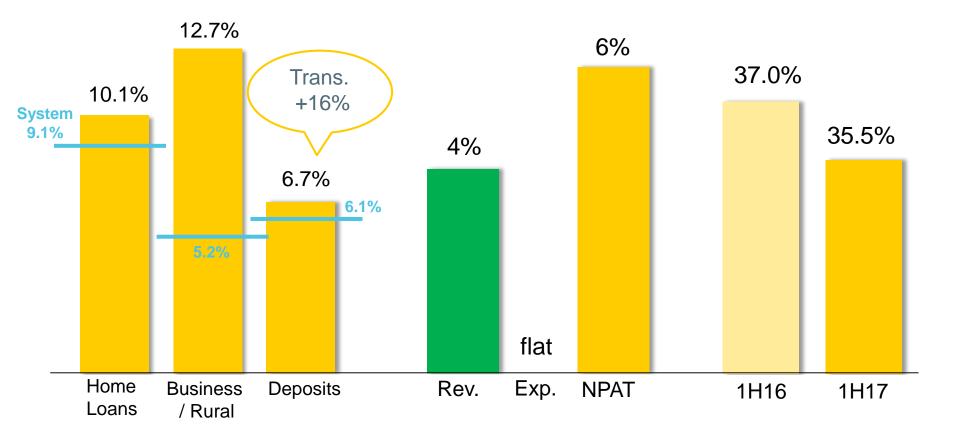
WM - responding to challenges



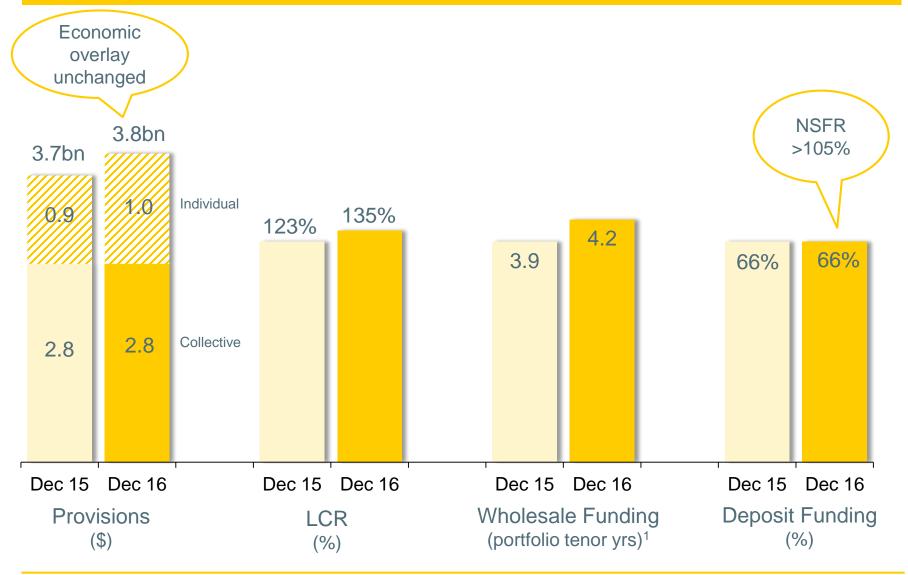
ASB'- strong volumes, flat costs

Lending Growth

Cost-to-Income



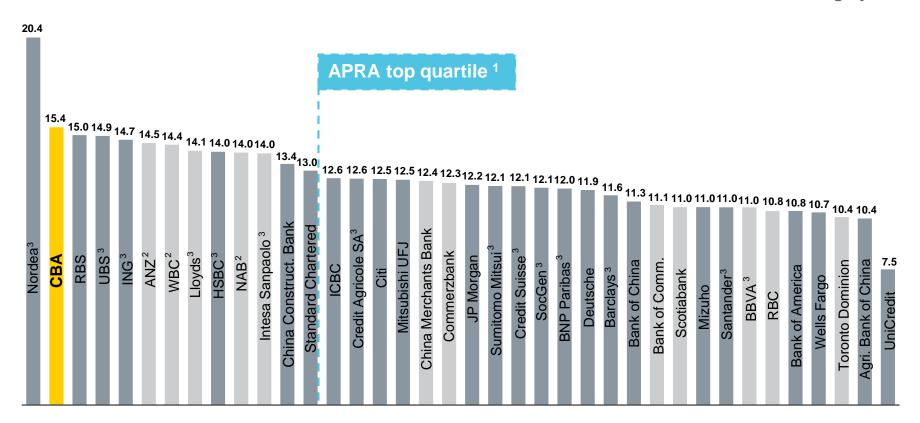
Balance sheet strength





International CET1 ratios

G-SIBs in dark grey



Source: Morgan Stanley and CBA. Based on last reported CET1 ratios up to 9 February 2017 assuming Basel III capital reforms fully implemented.

Peer group comprises listed commercial banks with total assets in excess of A\$750 billion and which have disclosed fully implemented Basel III ratios or provided sufficient disclosure for a Morgan Stanley estimate.



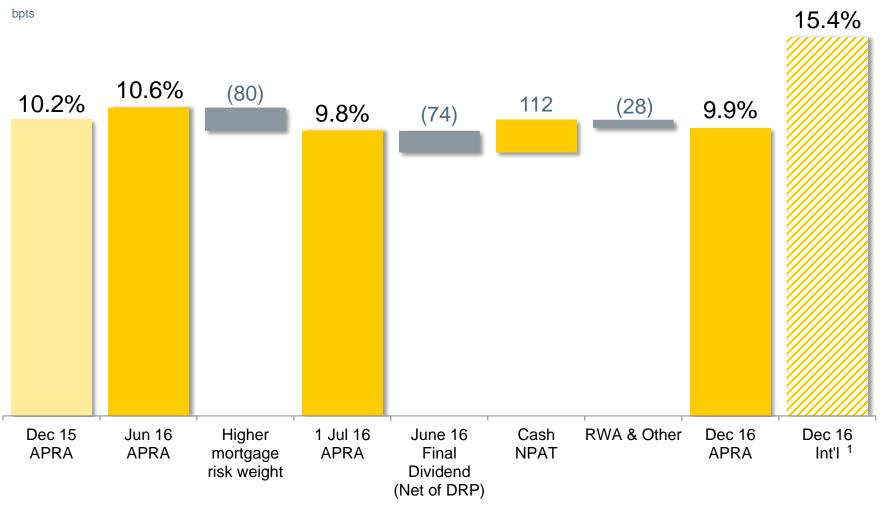
^{1.} APRA Insight Issue Two "International capital comparison update" (4 July 2016)

^{2.} Domestic peer figures as at 30 September 2016

^{3.} Deduction for accrued expected future dividends added back for comparability

Strong CET1 capital

Common Equity Tier 1 (CET1)

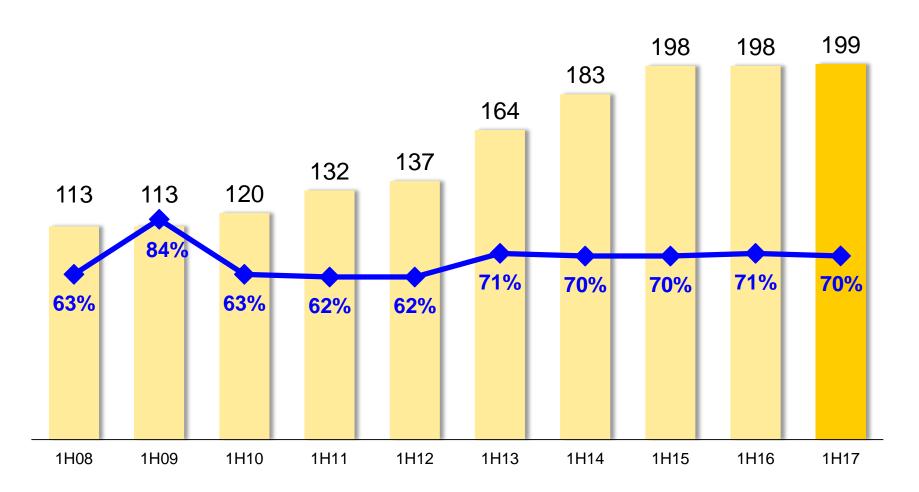


The Group is considering the issue of a Tier 1 capital instrument should markets be receptive



Increased Dividend

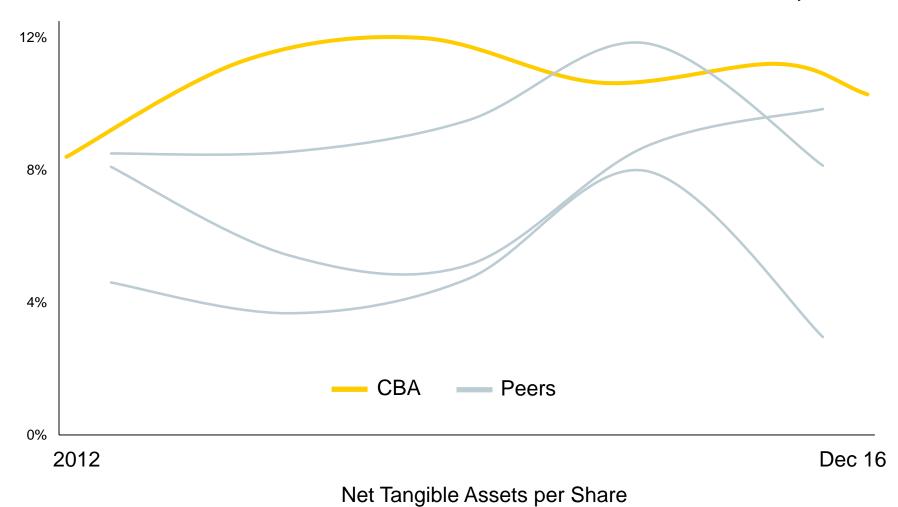
cents per share



63

Growth in NTA per Share

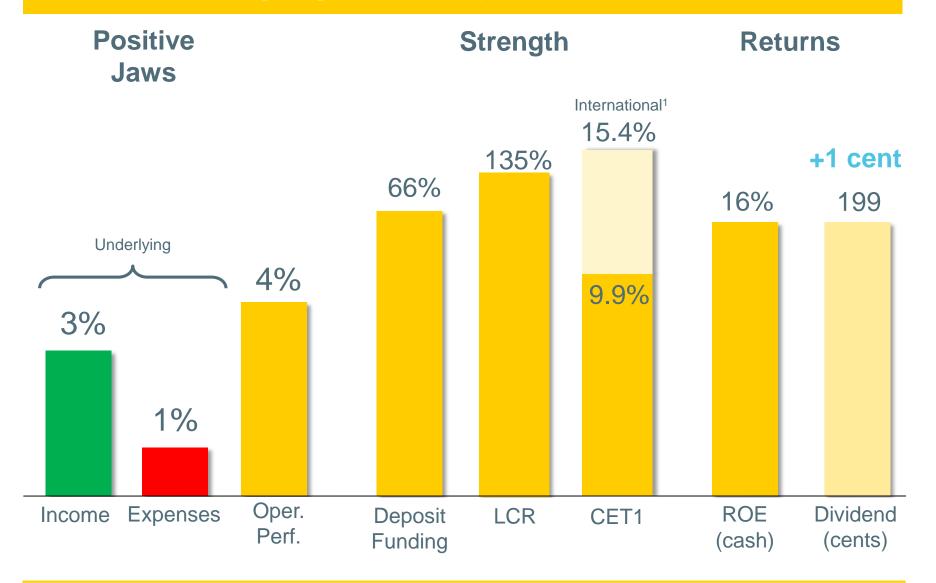




Outlook

- Globally heightened geopolitical and market volatility
- Domestically some positive trends:
 - Improving commodity prices, terms-of-trade
 - Export sector
- For CBA:
 - Focus on the long term
 - Supporting Australia through strength, investment and innovation

Managing for today's environment





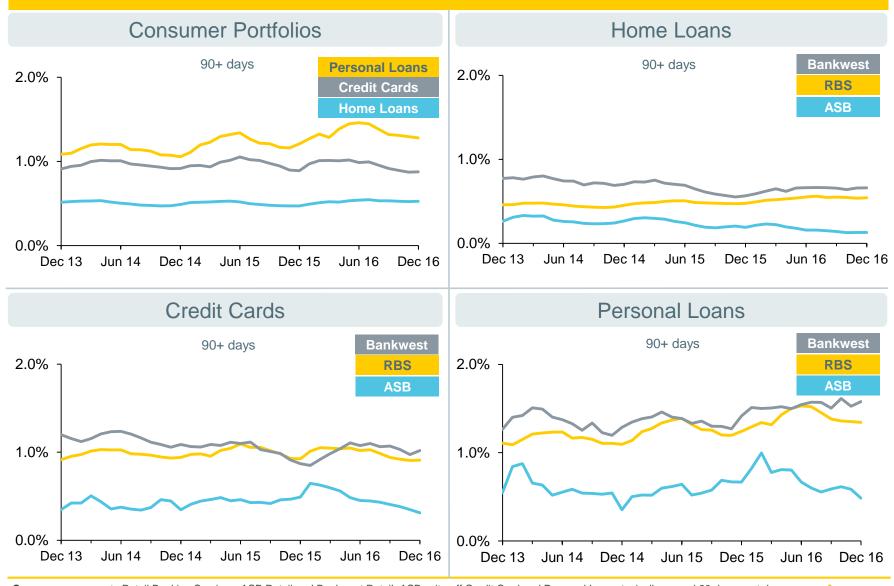
Notes



Regulatory exposure mix

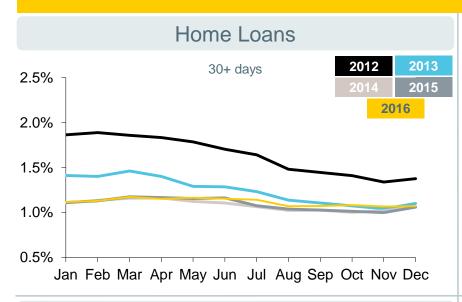
Portfolio	Regulatory Credit Exposure Mix					
Portiono	СВА	Peer 1	Peer 2	Peer 3		
Residential Mortgages	54%	40%	46%	56%		
Corporate, SME, Specialised Lending	28%	32%	38%	30%		
Bank	5%	6%	5%	2%		
Sovereign	9%	14%	9%	8%		
Qualifying Revolving	3%	3%	1%	2%		
Other Retail	1%	5%	1%	2%		
Total	100%	100%	100%	100%		

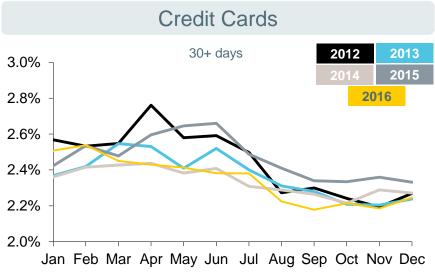
Consumer arrears - Group

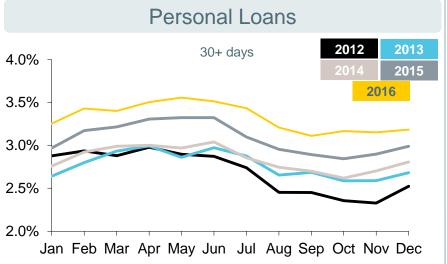




Consumer arrears - RBS







Consumer Arrears

- Home Loan arrears stable year on year. Elevated QLD arrears are mainly driven by mining towns, with continued stress in WA. NSW continues to improve.
- Personal Loan arrears remain elevated in line with industry trends.
- Lower Credit Card arrears due to leveraging our digital assets to engage with customers in financial difficulty more effectively.

Home Ioan portfolio - Australia

Portfolio ¹	Dec 15	Jun 16	Dec 16	New Business ¹	Dec 15	Jun 16	Dec 16		
Total Balances - Spot (\$bn)	393	409	423	Total Funding (\$bn)	50	51	53		
Total Balances - Average (\$bn)		395	416	Average Funding Size (\$'000)	302	299	311		
Total Accounts (m)		1.8	1.8	Serviceability Buffer (%) ⁶	2.25	2.25	2.25		
Variable Rate (%)	85	85	85	Variable Rate (%)	90	85	89		
Owner Occupied (%)	62	62	63	Owner Occupied (%)	66	65	62		
Investment (%)	33	33	33	Investment (%)	31	33	37		
Line of Credit (%)	5	5	4	Line of Credit (%)	3	2	1		
Proprietary (%)	56	55	54	Proprietary (%)	52	50	54		
Broker (%)	44	45	46	Broker (%)	48	50	46		
Interest Only (%) ²	38	39	40	Interest Only (%) ²	39	40	42		
Lenders' Mortgage Insurance (%) ²	25	24	23	Lenders' Mortgage Insurance (%) ²	16	14	14		
Low Doc (%) ²	8.0	0.7	0.6	Low Doc (%) ²	0.06	0.03	0.02		
Mortgagee In Possession (bpts)	4	5	5	All portfolio and new business metrics are based on			- 0		
Annualised Loss Rate (bpts)	2	2	2	respectively, unless stated otherwise. All new business metrics are based on 6 months to June and December.					
Portfolio Dynamic LVR (%) ³	49	50	51	 Excludes Line of Credit (Viridian LOC/Equity Line). LVR defined as current balance/current valuation. 					
Customers in Advance (%) ⁴		77	77	4. Any payment ahead of monthly minimum repayment; includes offset facilities.5. Average number of payments ahead of scheduled repayments.					
Payments in Advance incl. offset ⁵	29	31	35	 Serviceability test based on the higher of the customer rate plus a 2.25% interest rate buffer or a minimum floor rate. 					

Home Ioan portfolio - Australia

Strong Portfolio Quality

- Overall arrears and portfolio losses continue to be low (90+ arrears: 0.56%, losses of 2bpts)
- 77% of customers paying in advance² by 35 months on average, including offset facilities
- Regular stress testing undertaken to identify areas of sensitivity
- Portfolio dynamic LVR³ of 51% (RBS: 50%, Bankwest: 57%)
- Limited high risk lending (i.e. "low doc" lending, loans reliant on foreign income), with restrictions in high risk postcodes
- Retail does not carry any settlement risk for off-the-plan purchases
- Mortgage offset balances up 19% in 1H17 to \$36 billion

Servicing Criteria

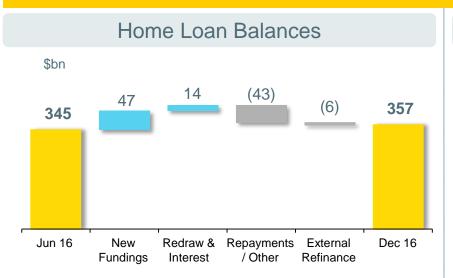
- Higher of customer rate plus 2.25% or minimum floor rate (RBS: 7.25% pa, Bankwest: 7.35% pa)
- 80% cap on less certain income sources (e.g. rent, bonuses etc.)
- Maximum LVR of 95%⁵ for all loans
- Lenders' Mortgage Insurance (LMI) for higher risk loans, including high LVR loans
- Limits on investor income allowances e.g. RBS restrict the use of negative gearing where LVR>90%
- Buffer applied to existing mortgage repayments
- Interest only loans assessed on principal and interest basis

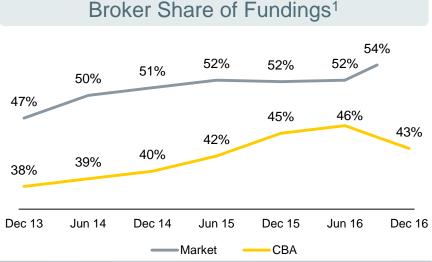


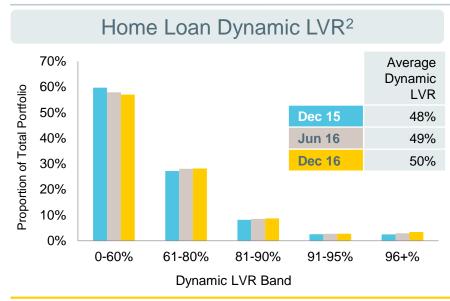
Home Ioan portfolio - RBS

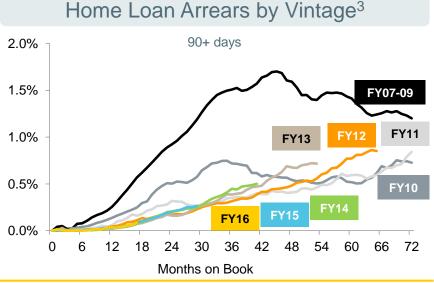
Portfolio ¹	Dec 15	Jun 16	Dec 16	New Business ¹	Dec 15	Jun 16	De 1
Total Balances - Spot (\$bn)	331	345	357	Total Funding (\$bn)	44	43	4
Total Balances - Average (\$bn)	326	332	351	Average Funding Size (\$'000)	304	299	31
Total Accounts (m)	1.5	1.5	1.5	Serviceability Buffer (%) ⁶	2.25	2.25	2.2
Variable Rate (%)	84	84	85	Variable Rate (%)	90	86	9
Owner Occupied (%)	59	60	61	Owner Occupied (%)	65	65	6
Investment (%)	35	35	35	Investment (%)	32	34	3
Line of Credit (%)	6	5	4	Line of Credit (%)	3	1	
Proprietary (%)	60	59	58	Proprietary (%)	55	54	5
Broker (%)	40	41	42	Broker (%)	45	46	4
Interest Only (%) ²	38	39	40	Interest Only (%) ²	38	38	4
Lenders' Mortgage Insurance (%) ²	23	22	21	Lenders' Mortgage Insurance (%) ²	15	13	1:
Low Deposit Premium (%) ²	7	7	6	Low Deposit Premium (%) ²	6	4	
Low Doc (%) ²	0.9	0.7	0.6	Low Doc (%) ²	0.06	0.03	0.0
Mortgagee In Possession (bpts)	4	5	5	All portfolio and new business metrics are based			
Annualised Loss Rate (bpts)	2	2	3	respectively, unless stated otherwise. All new bus months to June and December.	siness metric	s are based	on 6
Portfolio Dynamic LVR (%) ³	48	49	50	 Excludes Line of Credit (Viridian LOC). LVR defined as current balance/current valuation. 			
Customers in Advance (%) ⁴	76	75	76	 Any payment ahead of monthly minimum repayment; includes offset facilities Average number of payments ahead of scheduled repayments. 		ties.	
Payments in Advance incl. offset ⁵	31	33	37	Serviceability test based on the higher of the cus rate buffer or a minimum floor rate.			interest

Growth profile – RBS home loans





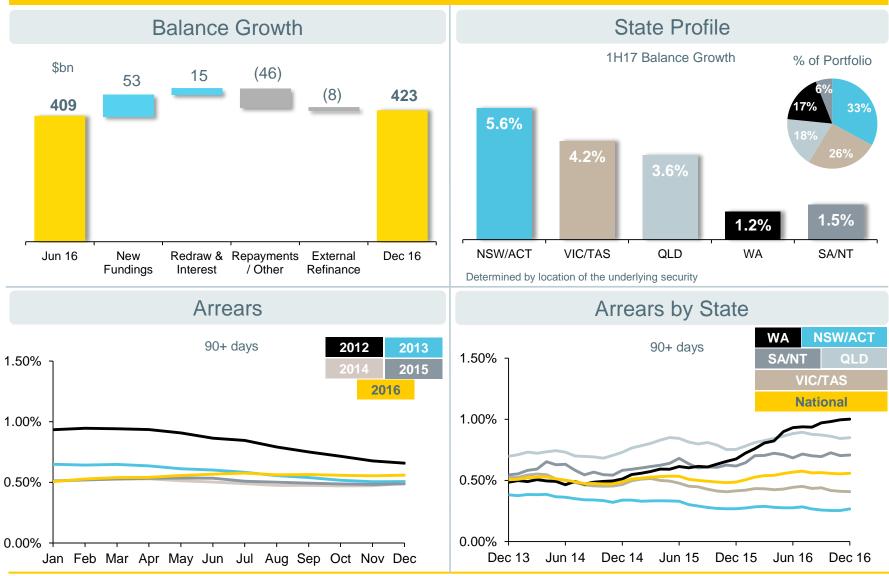




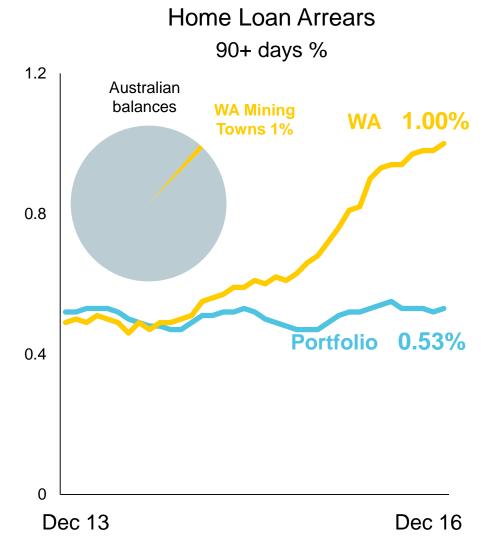
^{1. %} of home loan fundings (\$'s). Market represents quarterly MFAA data up to Sep-16. CBA includes Residential Mortgage Group. 2. Dynamic LVR is current balance / current valuation. 3. Vintage Arrears includes: Line of Credit, Reverse Mortgage, Commonwealth Portfolio Loan and Residential Mortgage Group loans.



Growth profile – Australian home loans



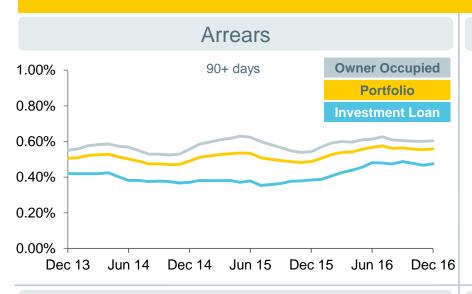
WA arrears impacted by mining downturn

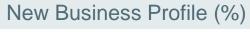


Higher Risk Locations:

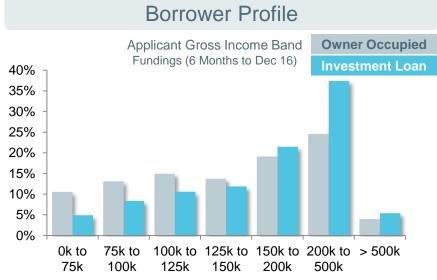
- Increased provisions
- Rigorous stress testing
- Credit policy tightening
 - LVR caps
 - Insurance requirements

Investor home loans - Australia









Investment Home Loans

- Growth in Investment Home Loans (<10%)
- Arrears lower than overall portfolio
- Strong borrower profile skewed to higher income bands
- Differential pricing for investment home loans



Home Ioan stress test - Australia

Assumptions and Outcomes

Assumptions (%)	Base	Year 1	Year 2	Year 3
Cash Rate	1.75	1.0	0.5	0.5
Unemployment	5.9	7.5	9.5	11.0
Labour Force Under Utilisation	14.2	17.4	21.4	24.4
Cumulative reduction in house prices	n/a	10.0	23.0	31.0
LMI claim payout ratio	n/a	70%	70%	70%
Outcomes (\$m)	Total	Year 1	Year 2	Year 3
Stressed Losses	3,599	550	1,148	1,901
Insured Losses	1,314	211	422	681
Net Losses	2,285	339	726	1,220
Net Losses (bpts)	48.0	7.2	15.1	25.7
PD %	n/a	1.0	1.6	2.4

Summary

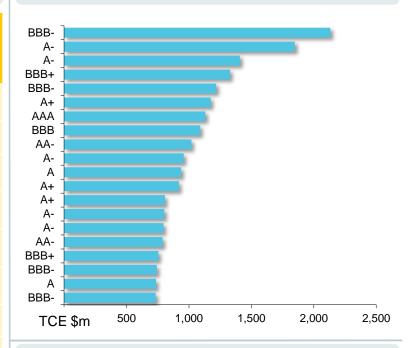
- Stress Test scenario represents a severe but plausible commodities-led recession.
- 3 year scenario of cumulative 31% house price decline, peak 11% unemployment and a reduction in the cash rate to 0.5%
- Total net losses after LMI recoveries over 3 years of \$2.29bn.
- Stress Test loss outcomes updated to take into account portfolio deterioration, specifically from Western Australia and mining towns.
- House prices and PDs are stressed at regional level.
- One of multiple regular stress tests undertaken as part of Risk Management and regulatory activities.

Sector exposures

Exposures by Industry

TCE \$bn	AAA to AA-	A+ to A-	BBB+ to BBB-	Other	Dec 16
Sovereign	95.9	6.7	0.1	0.3	103.0
Property	2.0	5.6	14.9	49.5	72.0
Banks	30.4	27.8	7.9	2.4	68.5
Finance - Other	22.1	22.1	8.1	3.0	55.3
Retail & Wholesale Trade	-	3.2	7.6	15.1	25.9
Agriculture	-	0.5	2.0	18.7	21.2
Manufacturing	0.8	3.7	5.0	7.7	17.2
Transport	-	1.3	8.8	5.7	15.8
Mining	0.1	3.8	6.9	4.1	14.9
Energy	0.3	2.4	8.5	1.6	12.8
All other excl. Consumer	1.4	7.1	21.4	41.8	71.7
Total	153.0	84.2	91.2	149.9	478.3

Top 20 Commercial Exposures



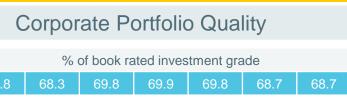
Group TCE by Geography

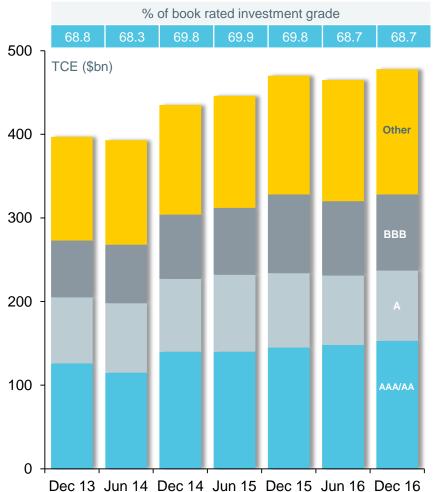
	Dec 15	Jun 16	Dec 16
Australia	75.4%	76.7%	76.4%
New Zealand	8.8%	9.2%	9.7%
Europe	6.4%	5.4%	5.8%
Other International	9.4%	8.7%	8.1%

Credit exposures by industry

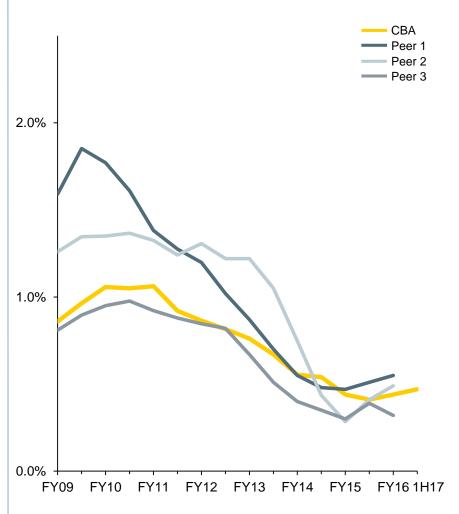
	TCE		TIA	\\$m	TIA % of	TCE
	Jun 16	Dec 16	Jun 16	Dec 16	Jun 16	Dec 16
Consumer	54.9%	54.8%	1,405	1,409	0.24%	0.24%
Sovereign	9.0%	9.5%	-	-	-	-
Property	6.6%	6.7%	544	630	0.79%	0.87%
Banks	6.8%	6.3%	10	9	0.01%	0.01%
Finance – Other	5.2%	5.1%	64	58	0.12%	0.10%
Retail & Wholesale	2.4%	2.4%	694	571	2.71%	2.20%
Agriculture	1.9%	2.0%	853	1,104	4.32%	5.21%
Manufacturing	1.6%	1.6%	597	600	3.56%	3.48%
Transport ¹	1.5%	1.5%	402	513	2.55%	3.25%
Mining	1.5%	1.4%	583	538	3.63%	3.62%
Business Services	1.2%	1.3%	155	186	1.26%	1.36%
Energy	1.1%	1.2%	50	49	0.45%	0.38%
Construction	0.8%	0.8%	407	281	4.85%	3.10%
Health & Community	0.7%	0.7%	64	215	0.87%	2.94%
Culture & Recreation	0.7%	0.7%	125	71	1.77%	0.91%
Other ¹	4.1%	4.0%	639	561	1.49%	1.31%
Total	100.0%	100.0%	6,592	6,795	0.63%	0.63%

Corporate credit quality





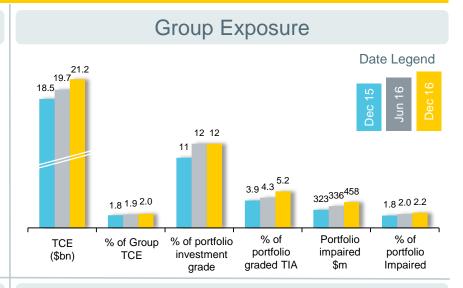
Impaired Assets to GLAs



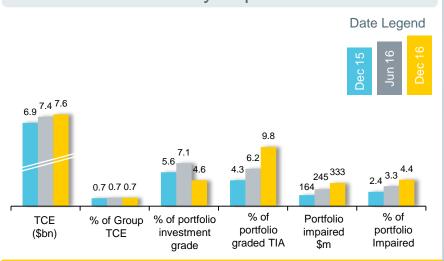
Agriculture – increased NZ dairy provisions

Overview

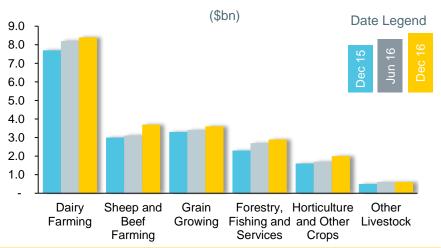
- Exposure of \$21.2bn (2.0% of Group TCE) is well diversified by geography, sector and client base.
- Australian agriculture portfolio performing well.
- NZ dairy portfolio:
 - Represents 0.7% of Group TCE. Performance being supported by improved milk prices.
 - Provision levels increased in the half year.
 - Outlook is dependent on the sustainability of the recent improvement in milk prices (refer slide 123)



NZ Dairy Exposure



Group Exposure by Sector

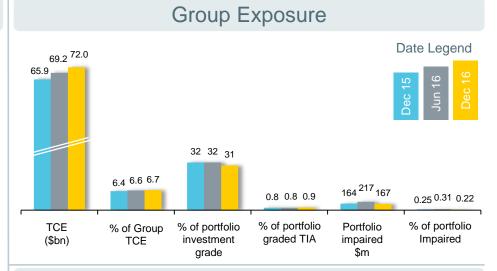


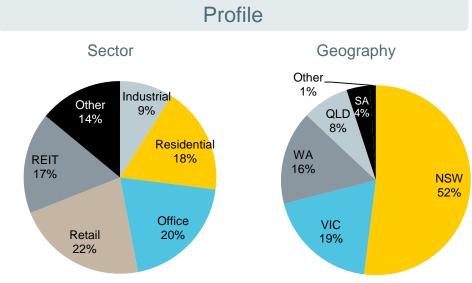


Commercial property - diversified

Overview

- Exposure of \$72.0bn (6.7% of Group TCE) diversified across sectors and by counterparties.
- 85.3% of Commercial Property exposure to investors and REITS, 14.7% to developments.
- Development exposure reduced since June 2016 due to repayments from completed projects.
- Top 20 counterparties primarily investment grade (weighted average rating of BBB equivalent) and account for 13.2% of Commercial property exposure.
- 31% of the portfolio investment grade, majority of subinvestment grade exposures secured (95%).
- Only 0.2% of exposures impaired.
- Portfolio highly weighted to NSW (52%) with stronger demand due to Sydney's strong economic position, employment and population growth.
- Ongoing comprehensive market, portfolio and underwriting monitoring on the portfolio.
- Active management of risk appetite with tightening implemented in areas of concern.



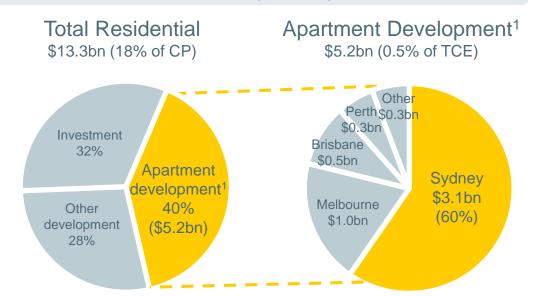


Residential apartments - weighted to Sydney

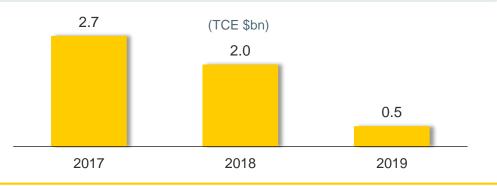
Overview

- Credit quality sound
- Strong qualifying pre-sales (110.1%)¹
- Portfolio LVR of 59.9%¹
- Tighter underwriting in place, including lower acceptance of foreign pre-sales
- Facilities being repaid on time from pre-sale settlements
- Portfolio deep dives have demonstrated that developers have continued to sell post meeting origination QPS levels
- Sydney developments are diversified across the metropolitan area

Profile (Dec 16)



Exposure Maturity Profile

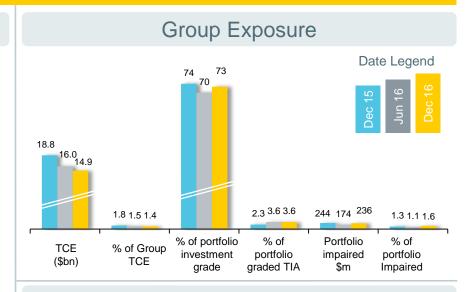


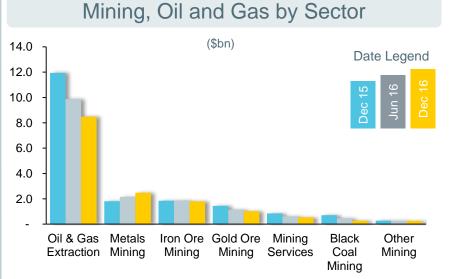


Mining, Oil and Gas - lower exposure

Overview

- Exposure of \$14.9bn (1.4% of Group TCE), \$1.1bn reduction on prior half due to active portfolio management, repayments and selective origination.
- Portfolio continues to perform acceptably:
 - 73% investment grade.
 - Diversified by commodity/customer/region.
 - Focus on quality, low cost sponsors.
- Mining services exposure modest (4% of total).
- Oil and Gas Extraction is the largest sub-sector (57% of total): 77% investment grade with 35% related to LNG typically supported by strong sponsors with significant equity contribution.
- TIA level remains stable at 3.6% of the portfolio, albeit slight uptick in Impaired level.
- Impaired asset coverage ratio is 31%.
- Improved market conditions following recovery in major commodities during the past 12 months which has been accompanied by producers reducing costs and restructuring balance sheets.
- Risk remains of commodity price pull back with continued selective approach to new origination.

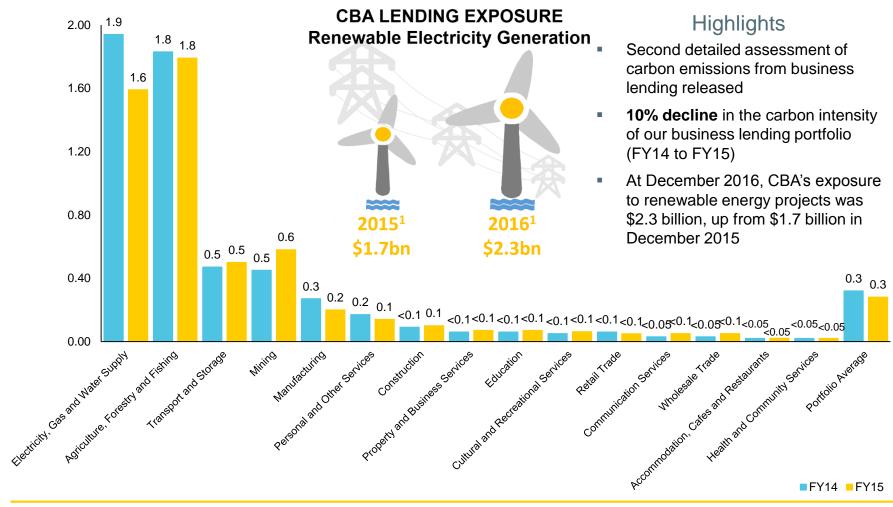




Supporting the transition to a low carbon economy

Group Business Lending Emissions



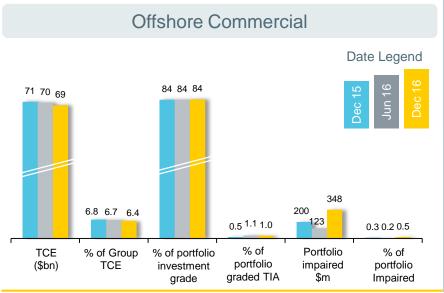


Offshore corporate exposures

Overview

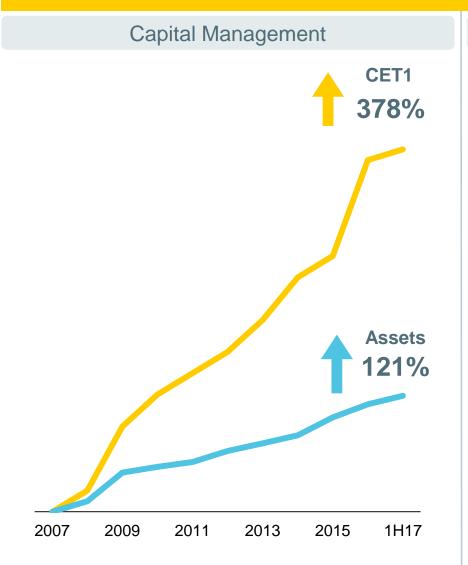
- Exposure of \$148bn (13.9% of Group TCE) with 72% to Banks, Sovereigns and Other Finance sectors.
- Offshore Commercial (excluding Banks and Sovereigns):
 - Exposure of \$69bn with \$41bn to Other Finance,
 Mining and Retail & Wholesale Trade.
 - 84% is rated investment grade.
 - TIAs have decreased to 1.0% in the last 6 months.

Offshore Exposure Date Legend 164 91 90 91 0.5 0.5 210 15.814.1 13.9 $0.1_{\,0.1}^{\,\,\,0.2}$ 0.2 % of portfolio % of Portfolio % of TCE % of Group investment portfolio impaired portfolio (\$bn) TCE grade graded TIA \$m **Impaired**

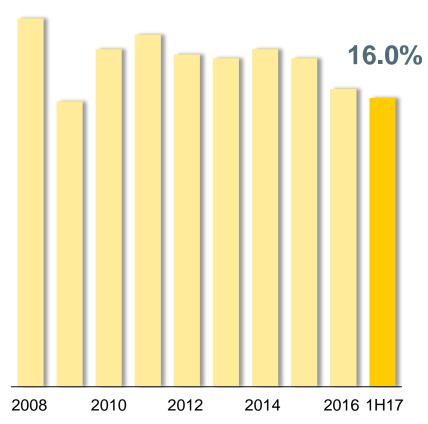




Managing for today's environment

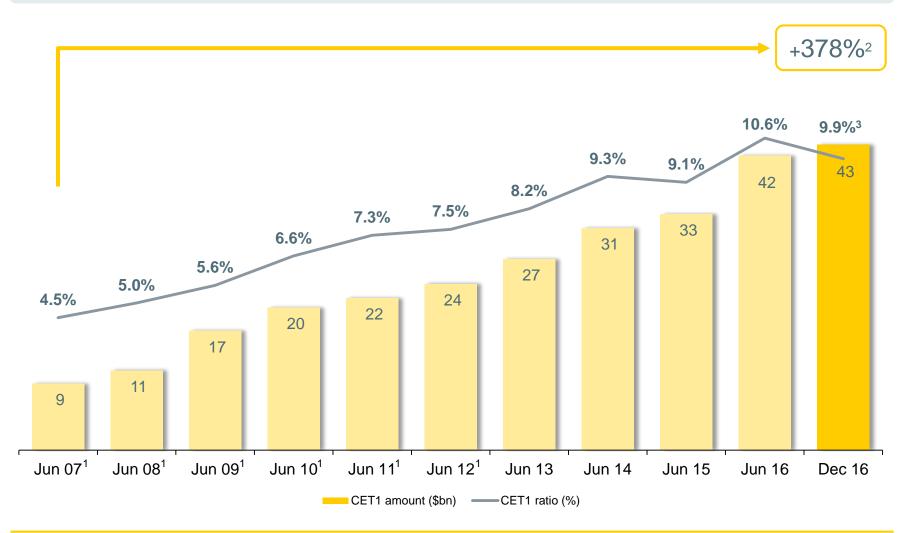


Return on Equity



Capital Growth

CET1



^{1.} Calculated Basel III equivalent

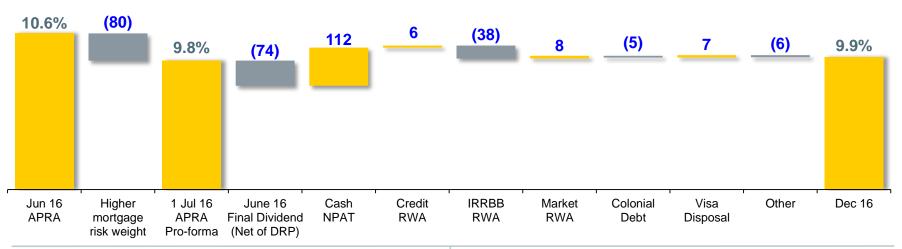
89

^{2.} Growth relates to change in dollar value of CET1

^{3.} CET1 (APRA) ratio includes impact of higher mortgage risk weighted assets effective 1 July 2016 (-80bpts impact)

Capital Drivers

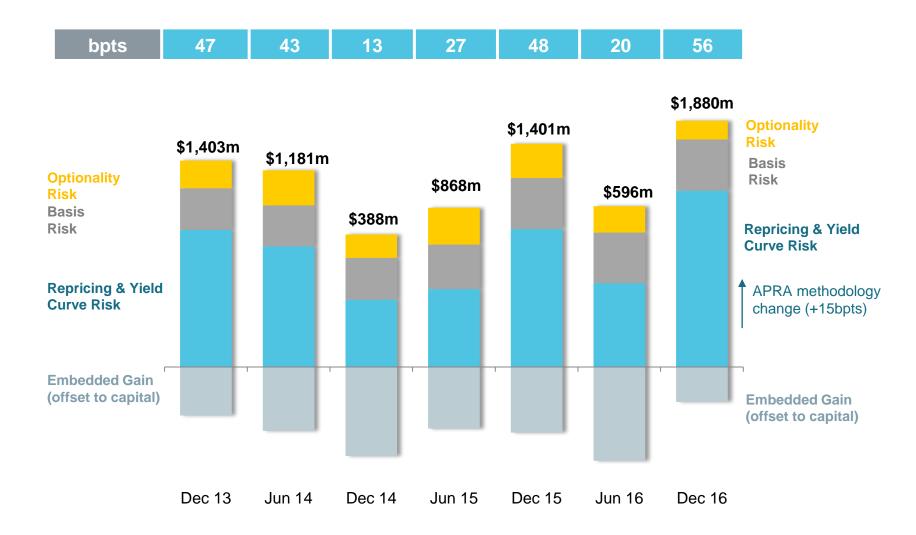






Credit Risk Weighted Assets 7.8 (8.9)\$bn 32.0 (1.0)(1.0)0.6 373.5 344.0 CET1 impact bpts (80)(17)20 (1) (74)2 2 Jun 16 Mortgage Volume Quality FX Data Reg Dec 16 **Treatments** Impact

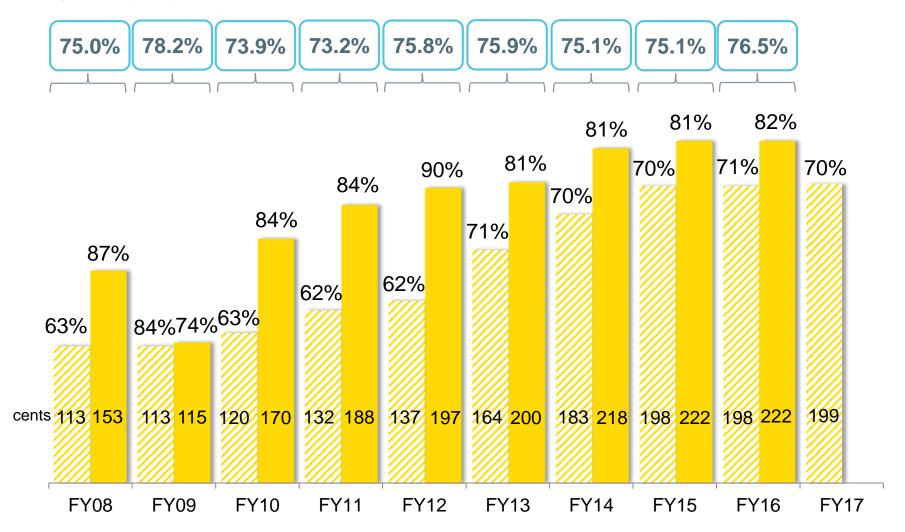
Interest Rate Risk in the Banking Book





Dividends over time

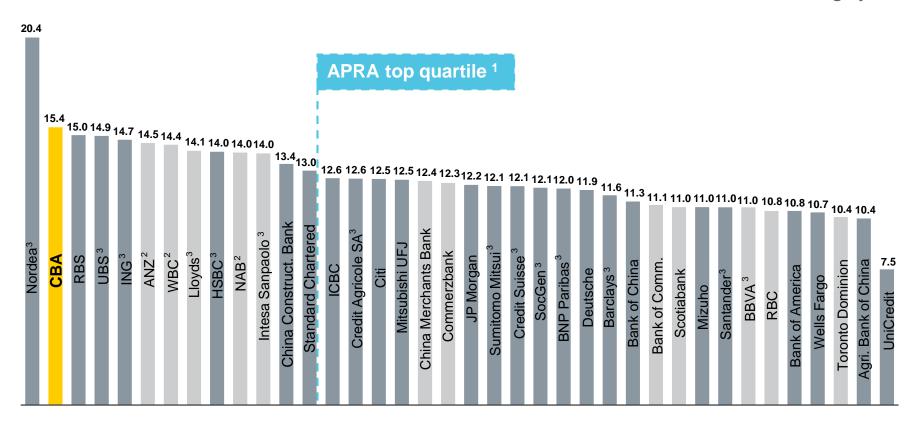
Payout ratio (cash)



92

International CET1 ratios

G-SIBs in dark grey



Source: Morgan Stanley and CBA. Based on last reported CET1 ratios up to 9 February 2017 assuming Basel III capital reforms fully implemented.

Peer group comprises listed commercial banks with total assets in excess of A\$750 billion and which have disclosed fully implemented Basel III ratios or provided sufficient disclosure for a Morgan Stanley estimate.



^{1.} APRA Insight Issue Two "International capital comparison update" (4 July 2016)

^{2.} Domestic peer figures as at 30 September 2016

^{3.} Deduction for accrued expected future dividends added back for comparability

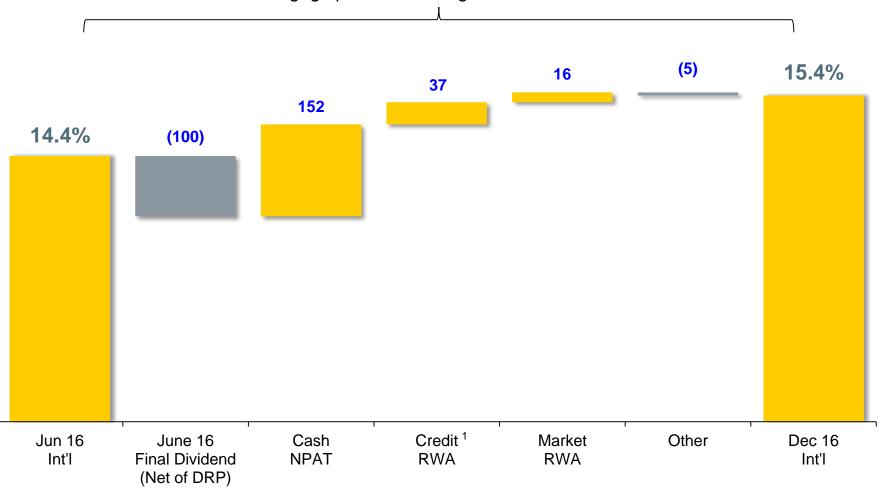
APRA and International Comparison

The following table provides details on the differences, as at 31 December 2016, between the APRA Basel III capital requirements and internationally comparable capital ratio¹.

CET1 APRA		9.9%
Equity investments	Balances below prescribed threshold are risk weighted, compared to a 100% CET1 deduction under APRA's requirements.	0.7%
Capitalised expenses	Balances are risk weighted, compared to a 100% CET1 deduction under APRA's requirements.	0.1%
Deferred tax assets	Balances below prescribed threshold are risk weighted, compared to a 100% CET1 deduction under APRA's requirements.	0.3%
IRRBB	APRA requires capital to be held for Interest Rate Risk in the Banking Book (IRRBB). The BCBS does not have any capital requirement.	0.6%
Residential mortgages	Loss Given Default (LGD) of 15%, compared to the 20% LGD floor under APRA's requirements and adjustments for higher correlation factor applied by APRA for Australian residential mortgages.	1.7%
Other retail standardised exposures	Risk-weighting of 75%, rather than 100% under APRA's requirements.	0.1%
Unsecured non-retail exposures	LGD of 45%, compared to the 60% or higher LGD under APRA's requirements.	0.7%
Non-retail undrawn commitments	Credit conversion factor of 75%, compared to 100% under APRA's requirements.	0.4%
Specialised lending	Use of IRB probabilities of default (PD) and LGDs for income producing real estate and project finance exposures, reduced by application of a scaling factor of 1.06. APRA applies higher risk weights under a supervisory slotting approach, but does not require the application of the scaling factor.	0.8%
Currency conversion threshold	Increase in the A\$ equivalent concessional threshold level for small business retail and small/medium enterprise corporate exposures.	0.1%
Total adjustments		5.5%
CET1 Internationally Comparable		15.4%

CET1 - International Comparison

Internationally Comparable CET1 unaffected by APRA correlation factor change in mortgage portfolio and higher IRRBB RWA







Capital Conservation Buffer (CCB)¹

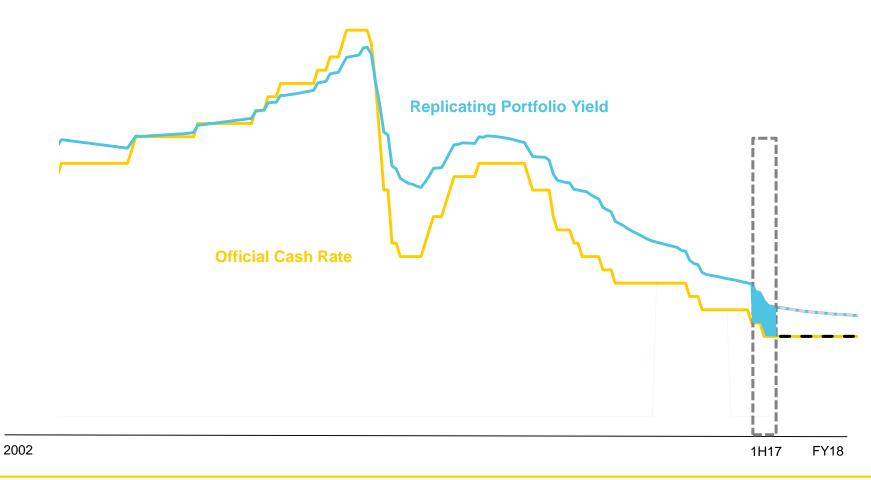
- The Australian major banks are domestic systemically-important banks (D-SIBs). From 1 January 2016, D-SIBs are required to hold 1% additional capital in the form of CET1 (called the D-SIB buffer).
- The Countercyclical Capital Buffer (CCyB), which was also effective from 1 January 2016, currently has no material impact on the Group³.
- Both the D-SIB and CCyB form part of the CCB. From 1 January 2016, if a bank's CET1 ratio falls within the CCB, they may be restricted from making discretionary payments such as dividends, hybrid Tier 1 distributions and bonuses

CET1 ratio	Value range	% of earnings able to be used for discretionary payments
Above top of CCB	Greater than PCR + 3.5%	100%
4 th Quartile	Top of range: PCR + 3.5% Bottom of range: greater than PCR + 2.625%	60%
3 rd Quartile	Top of range: PCR + 2.625% Bottom of range: greater than PCR + 1.75%	40%
2 nd Quartile	Top of range: PCR + 1.75% Bottom of range: greater than PCR + 0.875%	20%
1 st Quartile	Top of range: PCR + 0.875% Bottom of range: PCR	0%
Prudential capital requirement (PCR) ²	Less than PCR	0%



Replicating Portfolio

Actual and Forecast Scenario



Regulatory Expected Loss

\$m	Dec 15	Jun 16	Dec 16
Regulatory Expected Loss (EL)	4,214	4,430	4,698
Eligible Provisions (EP)			
Collective Provisions ¹	2,656	2,562	2,561
Specific Provisions ^{1,2}	1,649	1,801	1,900
General Reserve for Credit Losses adjustment	386	552	532
less ineligible provisions (standardised portfolio)	(592)	(609)	(268)
Total Eligible Provisions	4,099	4,306	4,725
Regulatory EL in Excess of EP	115	124	(27)
Common Equity Tier 1 Adjustment ³	245	314	220



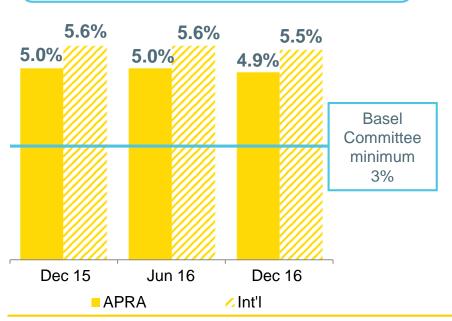
^{1.} Includes transfer from collective provision to specific provisions (Dec 16: \$246m, Jun 16: \$256m, Dec 15: \$145m). 2. Specific provisions includes partial write offs (Dec 16: \$637m, Jun 16: \$601m, Dec 15: \$595m). 3. Excess of eligible provisions compared to expected loss for defaulted exposures (Dec 16: \$247m, Jun 16: \$190m, Dec 15: \$130m), not available to reduce the shortfall for non-defaulted exposures.

Leverage Ratio – above Basel minimum

CBA Leverage Ratio well above prescribed Basel Committee minimum

Leverage ratio introduced to constrain the build-up of leverage in the banking system.

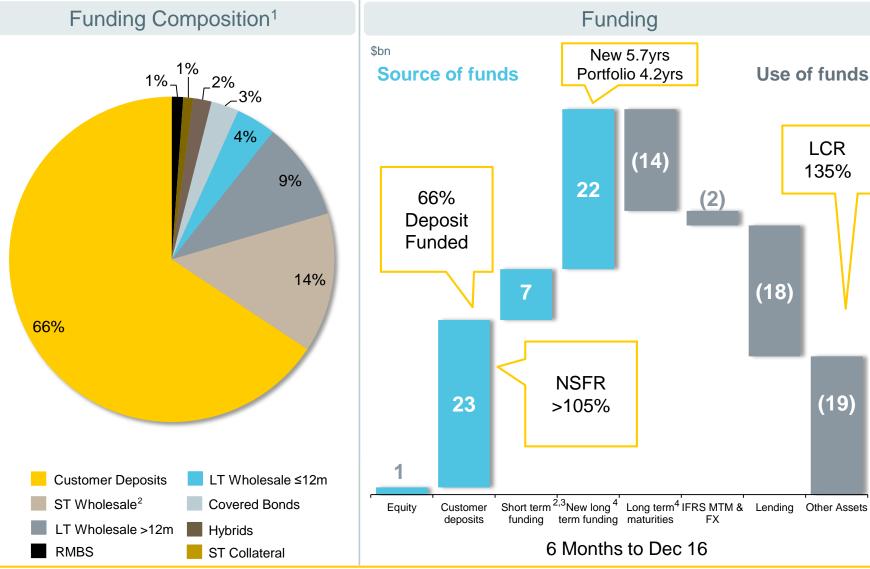
Scheduled to be introduced as a minimum requirement from 1 January 2018.



\$m	Dec 16
Tier 1 Capital	50,218
Total Exposures	1,018,931
Leverage Ratio (APRA)	4.9%

\$m	Dec 16
Group Total Assets	971,719
Less subsidiaries outside the scope of regulatory consolidations	(15,070)
Less net derivative adjustment	(5,627)
Add securities financing transactions	1,165
Less asset amounts deducted from Tier 1 Capital	(19,143)
Add off balance sheet exposures	85,887
Total Exposures	1,018,931

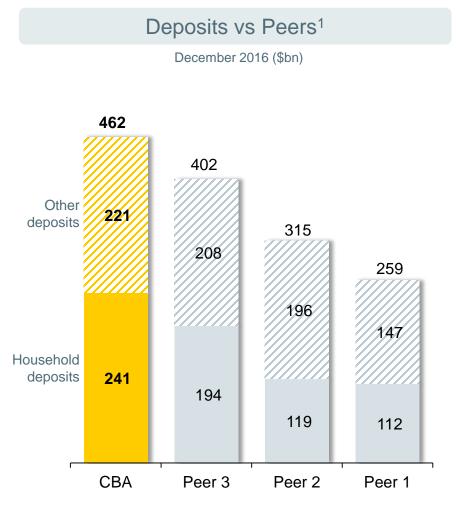
Funding Overview

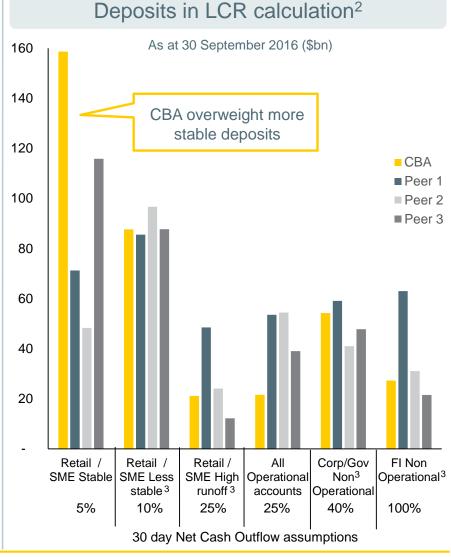


^{1.} Reported at current FX rates 2. Includes the categories 'central bank deposits' and 'due to other financial institutions' (collateral received) 3. Includes net short term collateral deposits 4. Reported at historical FX rates



Strong deposit funding

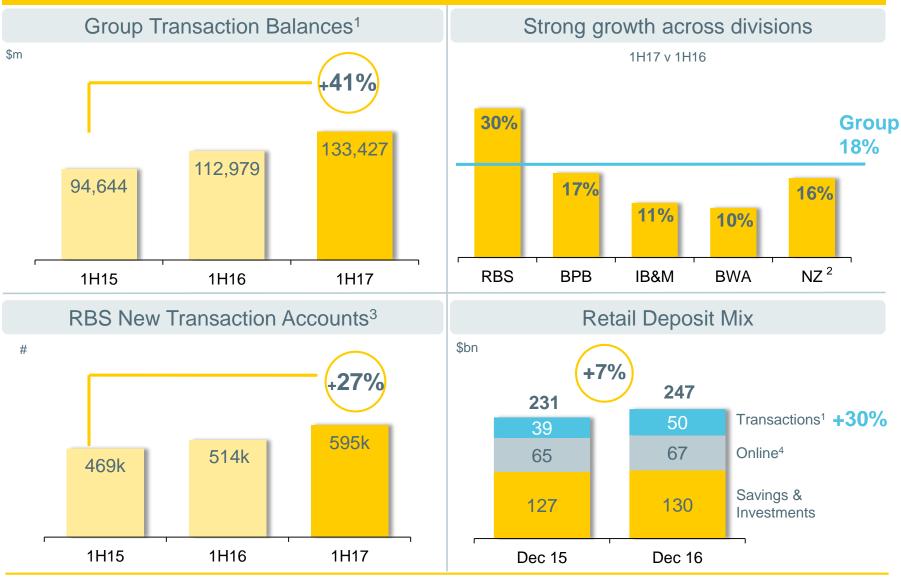




^{1.} Source: APRA. Total deposits (excluding CD's). CBA includes Bankwest. 2. Source: Pillar 3 Regulatory Disclosure, 30 September 2016 3. Peer comparisons are calculated from disclosures assuming there are not material balances in the "notice period deposits that have been called" and the "fully insured non-operational deposits" categories.



Deposit funding - transactions

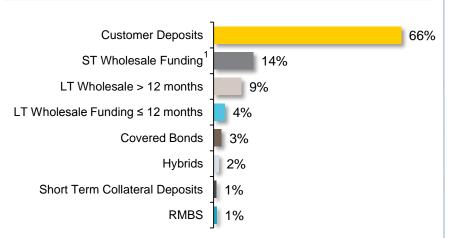


^{1.} Includes non-interest bearing deposits 2. In NZD 3. Number of new RBS personal transaction accounts, including offset accounts 4. Online includes NetBank Saver, Goal Saver and Business Online Saver

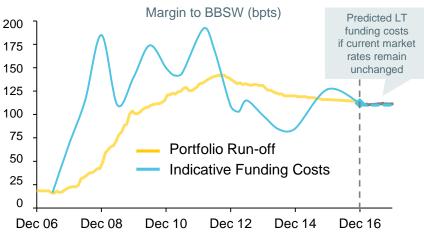


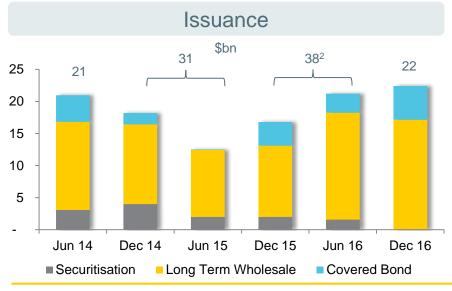
Wholesale funding - Overview

Funding Composition

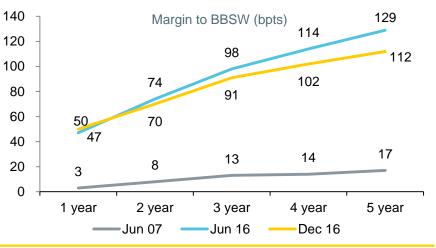


Average Long Term Funding Costs





Indicative Funding Cost Curves

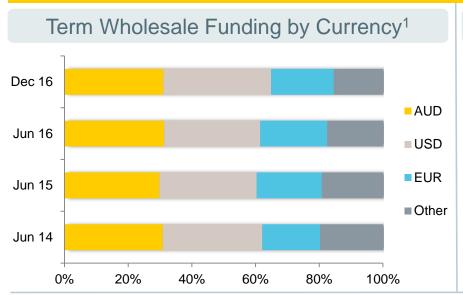


^{1.} Includes the categories 'central bank deposits' and 'due to other financial institutions' (including collateral received)



^{2.} Includes restructure of swaps and reclassification of deals between short and long term funding

Wholesale funding – Portfolio





Term Wholesale Funding profile – issuance and maturity

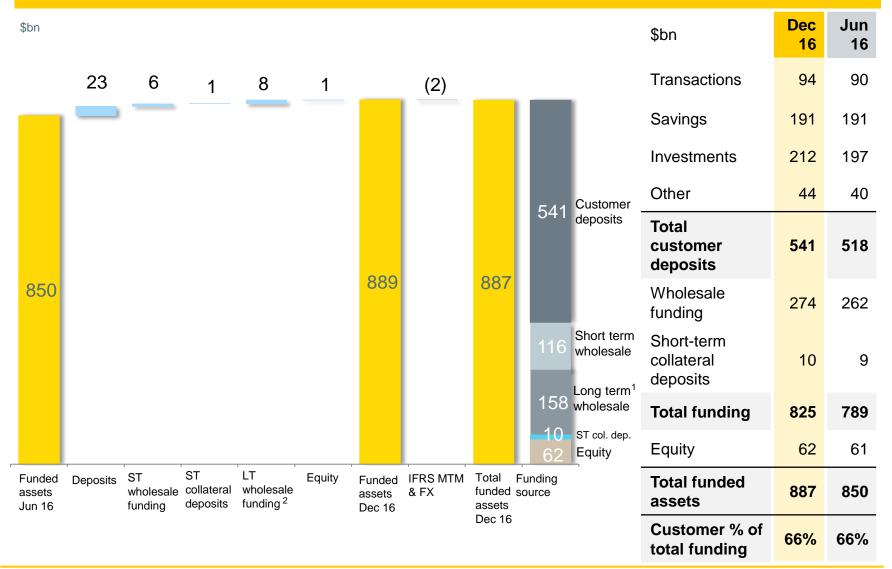


^{1.} Includes debt with an original maturity or call date of greater than 12 months (including loan capital)



^{2.} Includes Interbank and Central Bank

Funded assets



^{1.} Includes IFRS MTM and FX. Maturity based on original issuance date.

^{2.} LT wholesale funding is reported at current FX rate

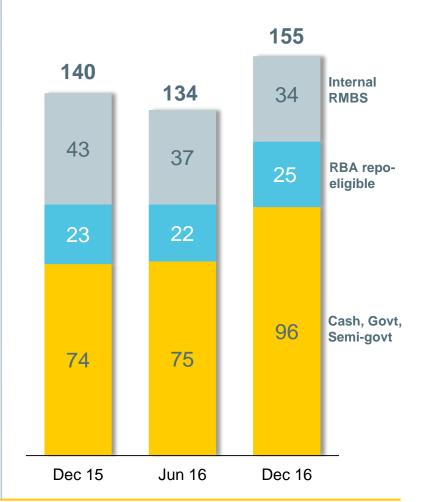
Liquidity Coverage Ratio at 135%

- LCR 135% at 31 Dec 2016
- Committed Liquidity Facility reduced by \$7.5bn on 1 Jan 2016
- The Group's Net Stable Funding Ratio (NSFR) is currently above 105%

Liquidity Coverage Ratio (\$bn)	Dec 16	Jun 16	Dec 15	Change (\$bn)
High Quality Liquid Assets	96.2	75.1	73.7	22.5
Committed Liquidity Facility	58.5	58.5	66.0	(7.5)
Total LCR liquid assets	154.7	133.6	139.7	11%
Net Cash Outflows due to:				
Customer deposits	71.4	70.1	67.1	4.3
Wholesale funding	24.7	19.4	25.3	(0.6)
Other	18.7	21.9	20.8	(2.1)
Net Cash Outflows	114.8	111.4	113.2	1.6
LCR	135%	120%	123%	12%

LCR Qualifying Liquid Assets¹

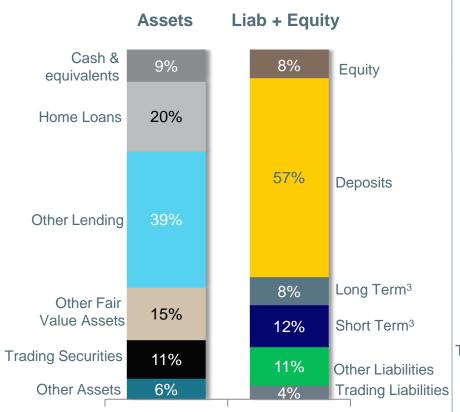
\$bn



^{1.} Liquids are reported net of applicable regulatory haircuts

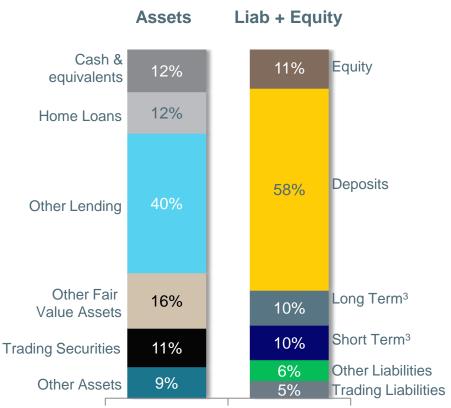
UK and US Balance Sheet Comparison 1,2





Based on analysis of Lloyds, RBS, HSBC and Barclays as at 30 June 2016. Average of four banks.

USA



Based on analysis of Citigroup, JP Morgan, Bank of America and Wells Fargo as at 30 September 2016. Average of four banks.



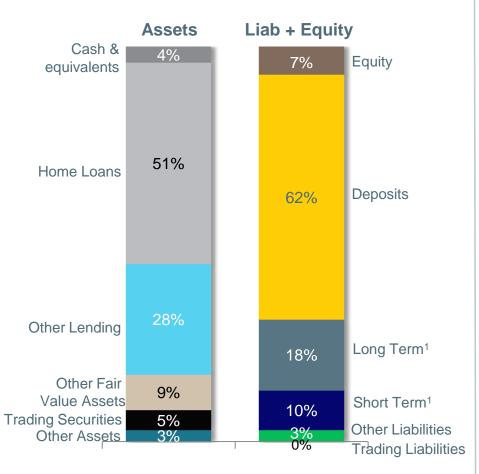
^{1.} Based on statutory balance sheets.

^{2.} Balance sheets do not include derivative assets and liabilities.

^{3.} Wholesale funding

Australian Banks - Safe Assets, Secure Funding

Commonwealth Bank



CBA balance sheet as at 31 December 2016. Balance sheet does not include derivative assets and liabilities. Based on statutory balance sheet.

Balance Sheet Comparisons

Assets - CBA has a safe, conservative asset profile:

- 51% of balance sheet is home loans, which are stable/long term.
- Trading securities and other fair value assets comprise just 14% of CBA balance sheet compared to 26% and 27% for UK and US banks respectively.
- CBA's balance sheet is less volatile due to a lower proportion of fair value assets.

Assets*				
	Amortised cost	Fair Value		
CBA	82%	18%		
UK	42%	58%		
US	55%	45%		

Funding – CBA has a secure, sustainable low risk funding profile:

- Higher deposit base than US and UK banks (62% including 31% of household deposits).
- CBA wholesale funding profile has a longer duration than UK banks. This means CBA has lower dependence on wholesale funding markets in any given period compared to UK banks.



^{*} Includes grossed up derivatives.

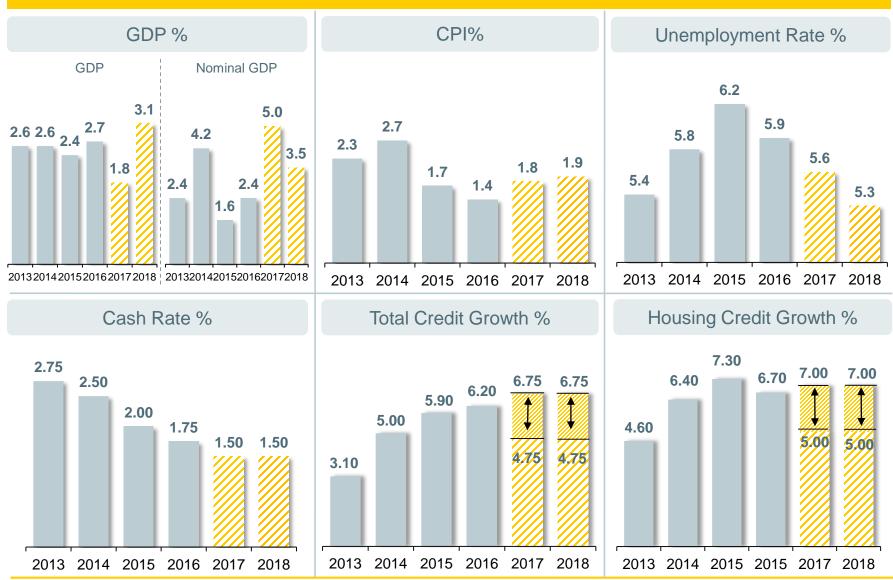
Regulatory Change timetable

APRA	20	17	2018	2019	2020		
Leverage ratio		requirements nly	Implementation				
Response to FSI		Implementation from 1 Jul 2016 – increase in mortgage risk weights Further calibration by 1 July 2017					
Securitisation		Implementation					
Counter Party Credit Risk			Implementation ¹				
Basel Committee							
Standardised & Advanced Credit Risk		APRA expected		Implementation to be advised			
Capital floors	BCBS expected to finalise	to consult and finalise	and		Implementation	on to be advised	
Standardised Operational Risk		domestic application		Implementation to be advised			
Market Risk	Finalised Jan 2016			Implementation			
IRRBB	Finalised Apr 2016		Additional disclosures from 2018				
NSFR			Implementation				

^{1.} Implementation of the standardised approach for measuring counterparty credit risk exposures (SA-CCR) may be deferred by 12 months to 1 January 2019, subject to finalisation by APRA.



Key Economic Indicators (June FY)



Credit Growth
GDP, Unemployment & CPI
Cash Rate

= 12 months to June qtr

= Financial year average

= As at end June qtr





Key Economic Indicators (June FY)

		2012	2013	2014	2015	2016	2017	2018
World	GDP	3.4	3.3	3.4	3.2	3.1	3.2	3.5
Australia	Credit Growth % - Total	4.4	3.1	5.0	5.9	6.1	43/4-63/4	43/4-63/4
	Credit Growth % – Housing	5.0	4.6	6.4	7.3	6.7	5-7	5-7
	Credit Growth % – Business	4.4	1.2	3.4	4.4	6.6	5-7	5-7
	Credit Growth % – Other Personal	-1.2	0.2	0.6	0.8	-0.8	0-2	0-2
	GDP %	3.6	2.6	2.6	2.4	2.7	1.8	3.1
	CPI %	2.3	2.3	2.7	1.7	1.4	1.8	1.9
	Unemployment rate %	5.2	5.4	5.8	6.2	5.9	5.6	5.3
	Cash Rate %	3½	2¾	2½	2	1¾	1½	1½
New Zealand	Credit Growth % - Total	2.7	4.2	4.5	6.1	7.7	6-8	5-7
	Credit Growth % - Housing	1.8	5.2	5.3	5.6	8.8	7-9	5-7
	Credit Growth % – Business	4.9	2.1	3.1	6.3	7.0	6-8	5-7
	Credit Growth % – Agriculture	3.0	4.3	3.7	7.5	6.0	3-5	4-6
	GDP %	2.8	2.3	3.0	3.3	2.7	3.3	3.7
	CPI %	2.2	0.8	1.5	0.6	0.3	1.2	1.7
	Unemployment rate %	6.1	6.2	5.5	5.4	5.2	4.8	4.5
	Overnight Cash Rate %	2.5	2.5	3.25	3.25	2.25	1.75	1.75

Credit Growth
GDP, Unemployment & CPI
Cash Rate

= forecast





^{= 12} months to June

⁼ Financial year average

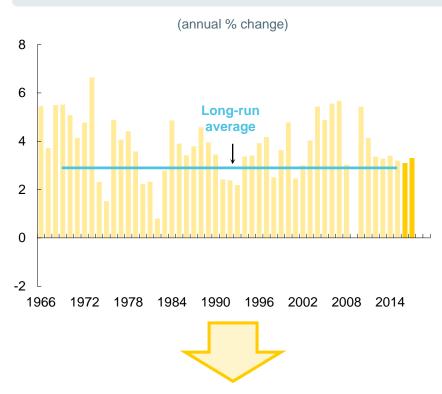
⁼ As at June

World GDP

⁼ Calendar Year Average

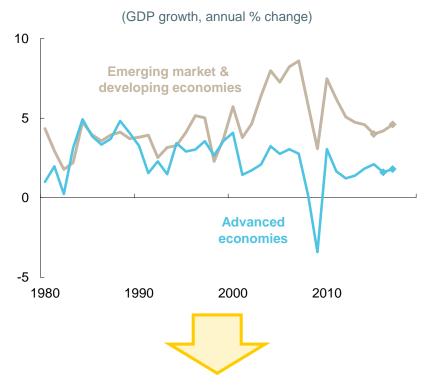
Global economic growth is set to firm a little

Global Growth¹



Global growth is running below average but the pace of growth is expected to pick up.

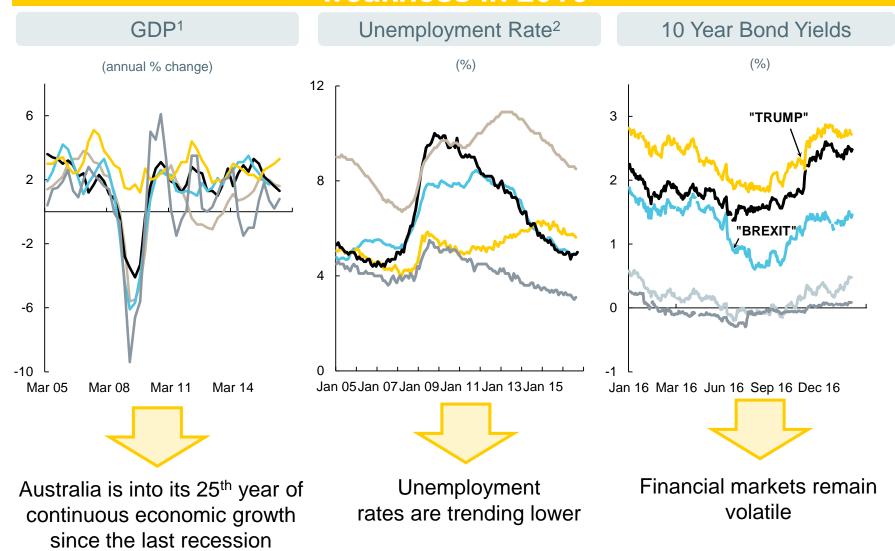
Advanced & Emerging Economies¹

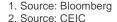


China and the rest of emerging Asia should grow at a respectable rate. Advanced economies are constrained by lower potential growth rates.



Australia remains well placed, despite some transitory weakness in 2016





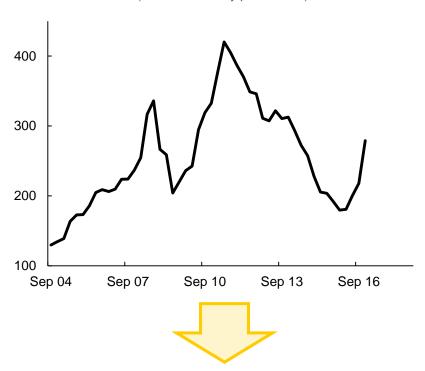




Australian growth headwinds easing

Commodity prices have bottomed¹

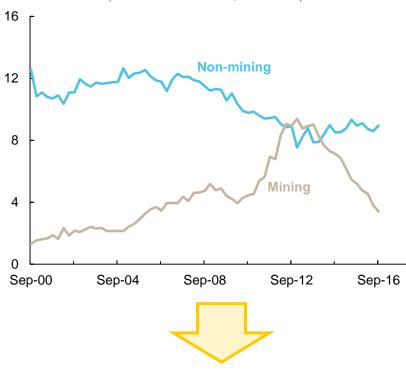
(CBA commodity price index)



The drag on incomes from falling commodity prices is complete, removing a major risk from the outlook

Drop in mining capex almost over

(Business investment, % of GDP)

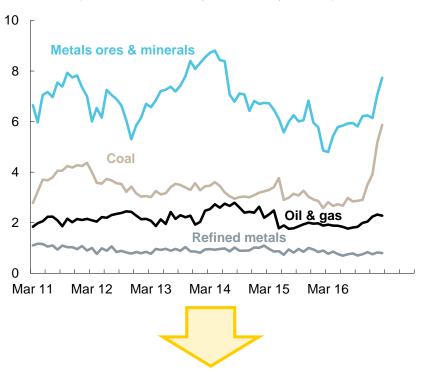


The decline in mining capex is nearly over and should be complete later in 2017 as remaining LNG plants are completed

Growth tail winds blowing

Resource exports growing strongly

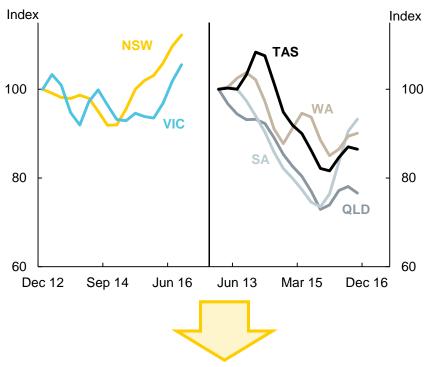
(Resource-related exports, monthly sa, \$bn)



The transition from mining construction to production and exports is well underway. Resource exports will be a major growth driver over the next few years.

Public infrastructure spending lifting

(State public CAPEX, trend Dec-12 = 100)

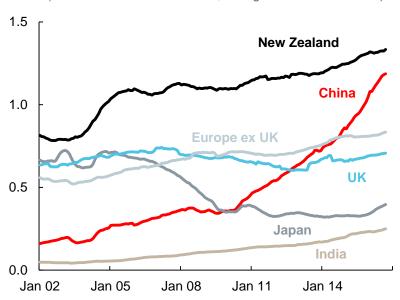


A much needed lift in public infrastructure spending is underway.

Growth tail winds blowing

The Asian income boost continues

(Short term overseas arrivals, rolling annual total millions)

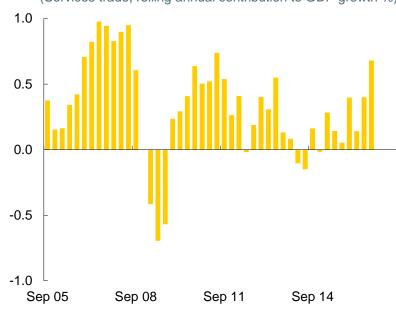




Rising Asian incomes helps sectors like tourism, education, agriculture and, eventually, health and financial services.

Services trade is rising

(Services trade, rolling annual contribution to GDP growth %)

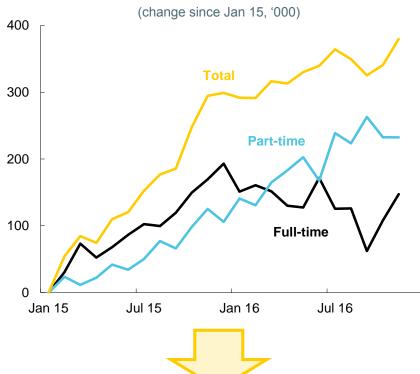




Rising services trade is now a significant growth driver.

Growth risks

Employment



Employment growth slowed in late 2016, although leading indicators remain encouraging. The skew toward part-time jobs has contributed to higher underemployment

Non-mining capex¹



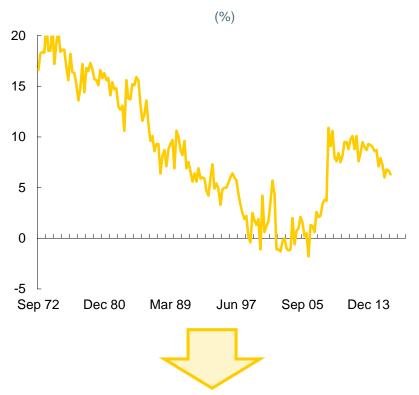


Business remains reluctant to invest despite encouraging fundamentals. A reduction in policy uncertainty and some adjustment to hurdle rates of return would help.



Growth risks

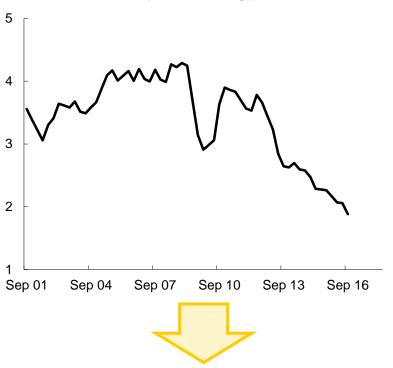
Savings ratio



A falling household saving rate has allowed consumer spending to grow faster than income. But the ability to cut savings further is limited.

Wage Price Index¹

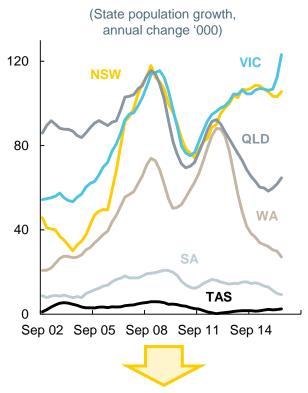
(annual % change)



Wages growth remains subdued but the growth rates appear to have bottomed.

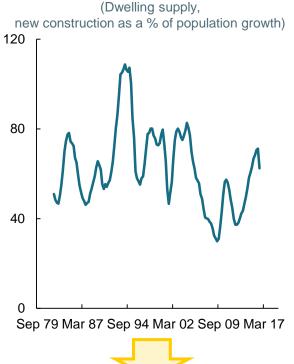
Housing fundamentals suggest slower growth ahead

Demand is slowing



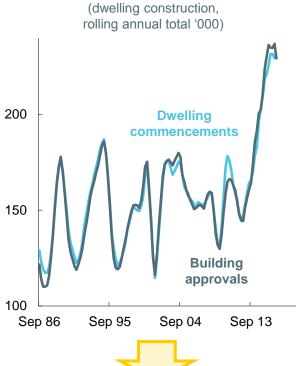
Population growth has slowed as net migration eased. The slowing is concentrated in WA and Qld. Growth in NSW and Vic remains robust.

Supply is lifting



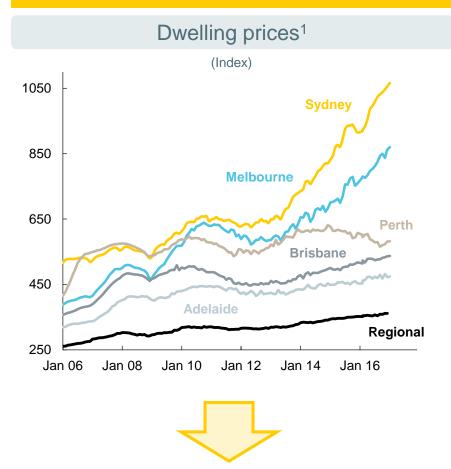
Housing supply is now running ahead of housing demand, any backlog has now been met.

Construction peaking



The record residential construction boom has lifted employment and related parts of retail like hardware, furnishings and white goods. But leading indicators have peaked.

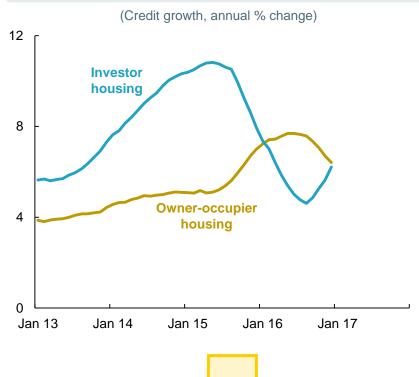
Dwelling price and credit growth trends are diverging



Dwelling price growth varies widely by region.

Momentum has lifted again recently

Housing credit growth²



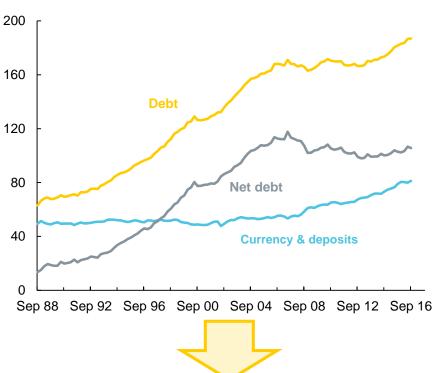
Affordability, regulatory and other issues are driving divergent trends in housing credit growth.

^{2.} Source: RBA

Households have some protective buffers

Household Debt & Deposits¹

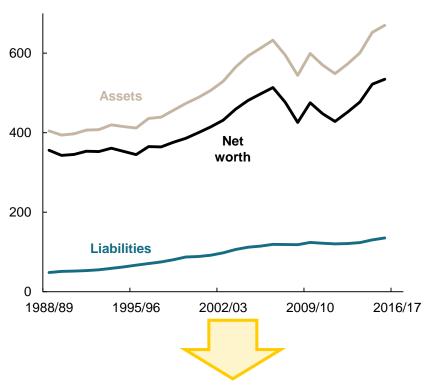
(% of annual household disposable income)



Household net debt has been stable – as low interest rates allow pre-payments and growing equity redraw balances. Households would be vulnerable to a fall in asset values and/or a rise in interest rates and unemployment.

Household Net Worth²





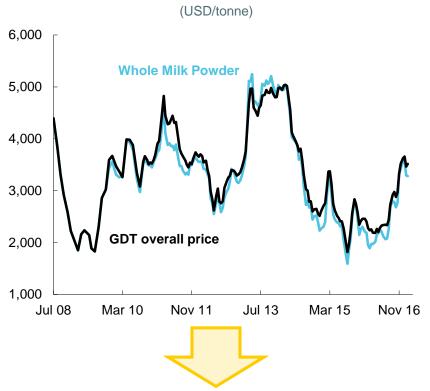
Household liabilities have increased in recent years but household assets have grown at a faster pace. Net worth has improved as a result

Typical housing bubble factors not evident in Australia

Housing "Bubble" – typical characteristics	Current position in Australia
Unsustainable asset prices	 Prices were supported by underbuilding in past years but demand and supply are now more in balance. Price growth has slowed in some areas but remains solid in others. Strong lift in construction will dampen dwelling price growth Residential rental yields easing as new supply rises
Speculative investment artificially inflates asset prices	 Investor interest is a rational response to low interest rates, rising risk appetite and the pursuit of yield Investor demand did slow after APRA's regulatory changes
Strong volume growth driven by relaxed lending standards	 Minimal "low doc" lending Mortgage insurance for higher LVR loans Full recourse lending Lift in rates for investors as a macroprudential policy response
Interaction of high debt levels and interest rates	 A high proportion of borrowers ahead of required repayment levels Interest rate buffers built into loan serviceability tests at application Housing credit growth remains modest and at the bottom end of the range of the past three decades.
Domestic economic shock – trigger for price correction	 Respectable Australian economic growth outcomes Unemployment rate has fallen and arrears rates are low

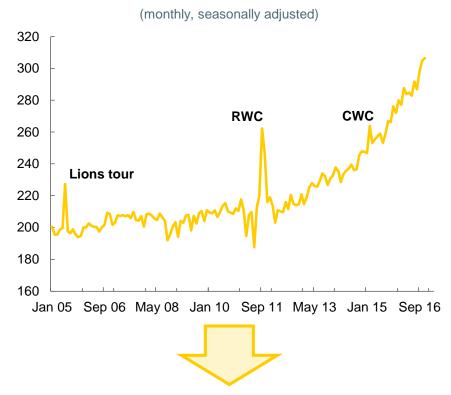
New Zealand

Global dairy trade auction results¹



Dairy prices recovered substantially in the second half of 2016 as NZ and European production fell. Farmers' cashflows will lift substantially in the second half of 2017.

NZ short term arrivals²



Tourism (the other significant export earner) continues to do very well through soaring visitor numbers, though the firm NZD has tempered per-person spend.

^{2.} Source: Stats NZ

New Zealand

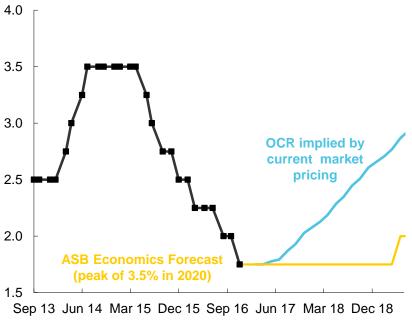
NZ CPI inflation¹

% 6 (f) **Annual** % 5 4 3 2 1 quarterly change -1 Jun 00 Jun 03 Jun 06 Jun 09 Jun 12 Jun 15

At the end of 2016 inflation lifted back into the 1-3% target band for the first time in over 2 years. Inflation will edge closer to 2% over the next year.

OCR forecasts²







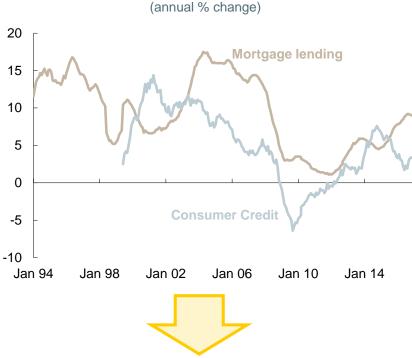
The RBNZ cut the Official Cash Rate to a low of 1.75% by the end of 2016. We expect the RBNZ to remain on hold for an extended period.

^{1.} Source: Stats NZ / ASB

^{2.} Source: ASB

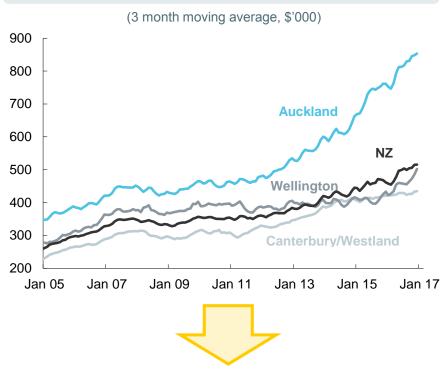
New Zealand

NZ household lending growth¹



Home lending accelerated over 2016. The RBNZ introduced nationwide loan restrictions on residential property, which have cooled the housing market. Credit growth will slow over 2017 in line with more modest house price growth.

NZ median house price²



House price growth will slow over 2017.
Construction is catching up to demand (outside Auckland). Lending restrictions are impacting. But the housing market is still being supported by strong net migration inflows and interest rates that are still low.

Customer Metrics

- 1 Roy Morgan Research Retail Main Financial Institution (MFI) Customer Satisfaction. Australian population 14+, % "Very Satisfied" or "Fairly Satisfied" with relationship with that MFI. 6 month rolling average to December 2016. Peers includes ANZ, NAB and Westpac. CBA excludes Bankwest. Rankings are based on outright score and are not significance tested (Slides 5 & 31)
- 2 Customer Needs Met / Products per Customer Roy Morgan Research. Australian Population 18+, Banking and Finance products per Banking and Finance customer at main financial institution. 6 month rolling average to December 2016. CBA excludes Bankwest. Rank based on comparison to ANZ, NAB and Westpac. Wealth includes Superannuation, Insurance and Managed Investments. Share of product is calculated by dividing Products held at CBA by Products held anywhere. "Internet Banking" refers to CBA customers who conducted internet banking in the last 4 weeks. Note: Individual products may not add up to the overall totals due to rounding. (Slide 9)
- Roy Morgan Research, Australians 14+, Proportion of Banking and Finance MFI Customers that nominated each bank as their Main Financial Institution (MFI Share), 12 month average to December 2016. Peers includes ANZ, NAB and Westpac (incl. St George Group). CBA includes Bankwest. "Internet Banking" refers to customers who conducted internet banking via app and website anywhere in the last 4 weeks. (Slide 6 & 31)
- DBM Business Financial Services Monitor (December 2016), average satisfaction rating of business customers' Main Financial Institution (MFI), across all Australian businesses, using an 11 pt scale where 0 is Extremely Dissatisfied and 10 is Extremely Satisfied, 6 month rolling average. Rankings are based on DBM significance testing (Slides 5 & 31)
- DBM Business Financial Services Monitor. Micro businesses are defined as those with annual turnover up to \$1 million, Small businesses are those with annual turnover of \$1 million to less than \$5 million, Medium businesses are those with annual turnover of \$5 million to less than \$50 million, Large businesses are those with annual turnover of \$50m to less than \$500m, and IB&M businesses are those with annual turnover of \$100 million or more. All charts use a 6 month rolling average. Rankings are based on DBM significance testing (Slide 5 & 31)
- Wealth Insights platform service and overall satisfaction score Ranking of Colonial First State (the platform provider) is calculated based on the weighted average (using Strategic Insight FUA formerly Plan for Life) of the overall adviser satisfaction scores of FirstChoice and FirstWrap compared with the weighted average of other platform providers in the relevant peer set. The relevant peer set includes platforms belonging to Westpac, NAB, ANZ, AMP and Macquarie in the Wealth Insights survey. This measure is updated annually in April. (Slide 5)
- 7 PT Bank Commonwealth in Indonesia rated number one among foreign banks for customer service as measured by MRI (one of the leading industry Standards for Customer Service Excellence). (Slide 5)
- Proportion of Banking & Finance customers' Wealth products captured by the financial institution. Roy Morgan Research. Australian Population 18+, 6 month average to December 2016. Calculated by dividing Wealth products held at institution by products held anywhere. Wealth Products includes Total Insurance (excl. Private Health), Managed Investments and Superannuation. CBA excludes Bankwest. (Slide 9)
- 9 Roy Morgan Research. Australian population 14+. Proportion of customers who conducted internet banking via website or app with their Main Financial Institution in the last 4 weeks, who are either "Very Satisfied" or "Fairly Satisfied" with the service provided by that institution. 6 month average to December 2016. Rank based on comparison to ANZ, NAB and Westpac. (Slides 5, 30 & 31)

Technology Metrics

Sources for 'More satisfied customers – internet' (slide 30)

- 1 Free financial app: CommBank app on iOS and Android in Australia. Sources are the Apple App Store and the Google Play Store.
- 2 Online banking: CBA won Canstar's Bank of the Year Online Banking award for 2016 (for the 7th year in a row). Awarded May 2016.
- 3 Customer satisfaction internet banking services: Roy Morgan Research. Australian population 14+. Proportion of customers who conducted internet banking via website or app with their Main Financial Institution in the last 4 weeks, who are either "Very Satisfied" or "Fairly Satisfied" with the service provided by that institution. Rank based on comparison to ANZ, NAB and Westpac. CBA held the number one position for Overall Satisfaction the entire financial year 2016.
- Social media: CBA's combined following across its main Facebook, Linkedin, Twitter and Instagram sites is the largest of the main Australian banks (subsidiary and associated pages not included in count). In addition, global independent website *The Financial Brand* rates the social media presence of banks and credit unions globally. For the second quarter of 2016, CBA is the #1 Australian bank on their list: http://thefinancialbrand.com/59589/power-100-2016-q2-bank-rankings/.
- 5 Finder awarded CBA the *Best Internet Banking* award for the NetBank platform. Awarded November 2016. https://www.finder.com.au/2016-finder-innovation-awards-best-internet-banking
- Finder awarded CBA the *Gold Innovation* award for NetBank. Awarded November 2016. https://www.finder.com.au/2016-finder-innovation-awards-best-internet-banking
- 7 CommSec awarded Money Magazine's Best Feature-Packed Online Broker 10 years running. Source: http://moneymag.com.au/best2017/. Awarded January 2017.
- 8 Australian Banking and Finance magazine awarded CBA the Innovative Card & Payment Product of the year for Mobile Wallet. Awarded June 2016.
- 9 Mobile banking: CBA won Canstar's Bank of the Year Mobile Banking award for 2016. Awarded May 2016.

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Glossary

Capital & Other		Funding & Risk		
Risk Weighted Assets or RWA	The value of the Group's On and Off Balance Sheet assets are adjusted by risk weights calculated according to various APRA prudential standards. For more information, refer to the APRA website.	Liquidity coverage ratio (LCR)	The LCR is the first quantitative liquidity measure that is part of the Basel III reforms. It was implemented by APRA in Australia on 1 Jan 2015. It requires Australian ADI's to hold sufficient liquid assets to meet 30 day net cash outflows projected under an APRA-prescribed stress scenario.	
CET1 Expected Loss (EL) Adjustment	CET1 adjustment that represents the shortfall between the calculated regulatory expected loss and eligible provisions with respect to credit portfolios which are subject to the Basel advanced capital IRB approach. The adjustment is assessed separately for both defaulted and non-defaulted exposures. Where there is an excess of regulatory expected loss over eligible provisions in either assessments, the difference must be deducted from CET1. For non-defaulted exposures where the EL is lower than the eligible provisions, this may be included in Tier 2 capital up to a maximum of 0.6% of total credit RWAs.	High quality liquid assets (HQLA)	As defined by APRA in Australian Prudential Standard APS210: Liquidity. Qualifying HQLA includes cash, Govt and Semi Govt securities, and RBNZ eligible securities. The Exchange Settlement Account (ESA) balance is netted down by the Reserve Bank of Australia open-repo of internal RMBS.	
		Committed liquidity facility (CLF)	The Reserve Bank of Australia (RBA) provides the CLF to participating ADIs under the LCR as a shortfall in Commonwealth government and Semi-government securities exists in Australia. ADIs can draw under the CLF in a liquidity crisis against qualifying securities pledged to the RBA. The amount of the CLF for each ADI is set by APRA annually.	
		Net Stable Funding	The NSFR is the second quantitative measure of the Basel III	
Leverage Ratio Tier 1 Capital divided by Total Exposures, with this ratio expressed as a percentage. Total exposures is the sum of On Balance Sheet items, derivatives, securities financing transactions (SFTs), and Off Balance Sheet items, net of any Tier 1 regulatory deductions that are already included in these items.		Ratio	reforms, in addition to the LCR. It is scheduled to be implemented by APRA in Australia on 1 Jan 2018. It will require Australian ADIs to fund their assets with sufficient stable funding to reduce funding risk over a one year horizon. APRA prescribed factors are used to determine the stable funding requirement of assets and the stability of funding	
	alleady illoluded ill tilese items.	TIA	Corporate Troublesome and (Group) Impaired assets.	
Internationally comparable capital	The Internationally Comparable CET1 ratio is an estimate of the Group's CET1 ratio calculated using rules comparable with our global peers. The analysis aligns with the APRA study entitled "International capital comparison study" (13 July 2015).	Corporate Troublesome	Corporate Troublesome includes exposures where customers are experiencing financial difficulties which, if they persist, could result in losses of principal or interest, and exposures where repayments are 90 days or more past due and the value of security is sufficient to recover all amounts due.	
Credit value adjustment (CVA)	Valuation adjustment to reflect the market view of counterparty credit risk on over the counter (OTC) derivatives.	Total Committed Exposure (TCE)	Total Committed Exposure is defined as the balance outstanding and undrawn components of committed facility limits. It is calculated before collateralisation and excludes settlement exposures.	
Funding valuation adjustment (FVA)	The expected funding cost or benefit over the life of the uncollateralised derivative portfolio.	Credit Risk Estimates (CRE)	Refers to the Group's regulatory estimates of long-run Probability of Default (PD), downturn Loss Given Default (LGD) and Exposure at Default (EAD).	

Disclaimer

Disclaimer

The material in this presentation is general background information about the Group and its activities current as at the date of the presentation, 15 February 2017. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. Investors should consult with their own legal, tax, business and/or financial advisors in connection with any investment decision.

Any forward-looking statements included in this presentation speak only as at the date of this presentation and undue reliance should not be placed upon such statements. Although the Group believes the forward-looking statements to be reasonable, they are not certain. To the maximum extent permitted by law, responsibility for the accuracy or completeness of any forward-looking statements whether as a result of new information, future events or results or otherwise is disclaimed.

The Group is under no obligation to update any of the forward-looking statements contained within this presentation, subject to disclosure requirements applicable to the Group.

Cash Profit

The Management Discussion and Analysis discloses the net profit after tax on both a statutory and cash basis. The statutory basis is prepared and reviewed in accordance with the Corporations Act 2001 and the Australian Accounting Standards, which comply with International Financial Reporting Standards (IFRS). The cash basis is used by management to present a clear view of the Group's underlying operating results, excluding certain items that introduce volatility and/or one-off distortions of the Group's current period performance. These items, such as hedging and IFRS volatility, are calculated consistently with the prior comparative period and prior half disclosures and do not discriminate between positive and negative adjustments. A list of items excluded from statutory profit is provided in the reconciliation of the Net profit after tax ("cash basis") on page 3 of the Profit Announcement (PA) and described in greater detail on page 15 of the PA and can be accessed at our website:

http://www.commbank.com.au/about-us/shareholders/financial-information/results/

